

The



CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2756
VOL. CXVII.

DECEMBER 3, 1932

*Annual Subscription (with
Diary) 20/-. Single Copies 9d.*

HOWARDS'

Quinine & Tablets

ASPIRIN

All-British Bromides

SODII BICARB.

Bismuths, Citrates, Iodides

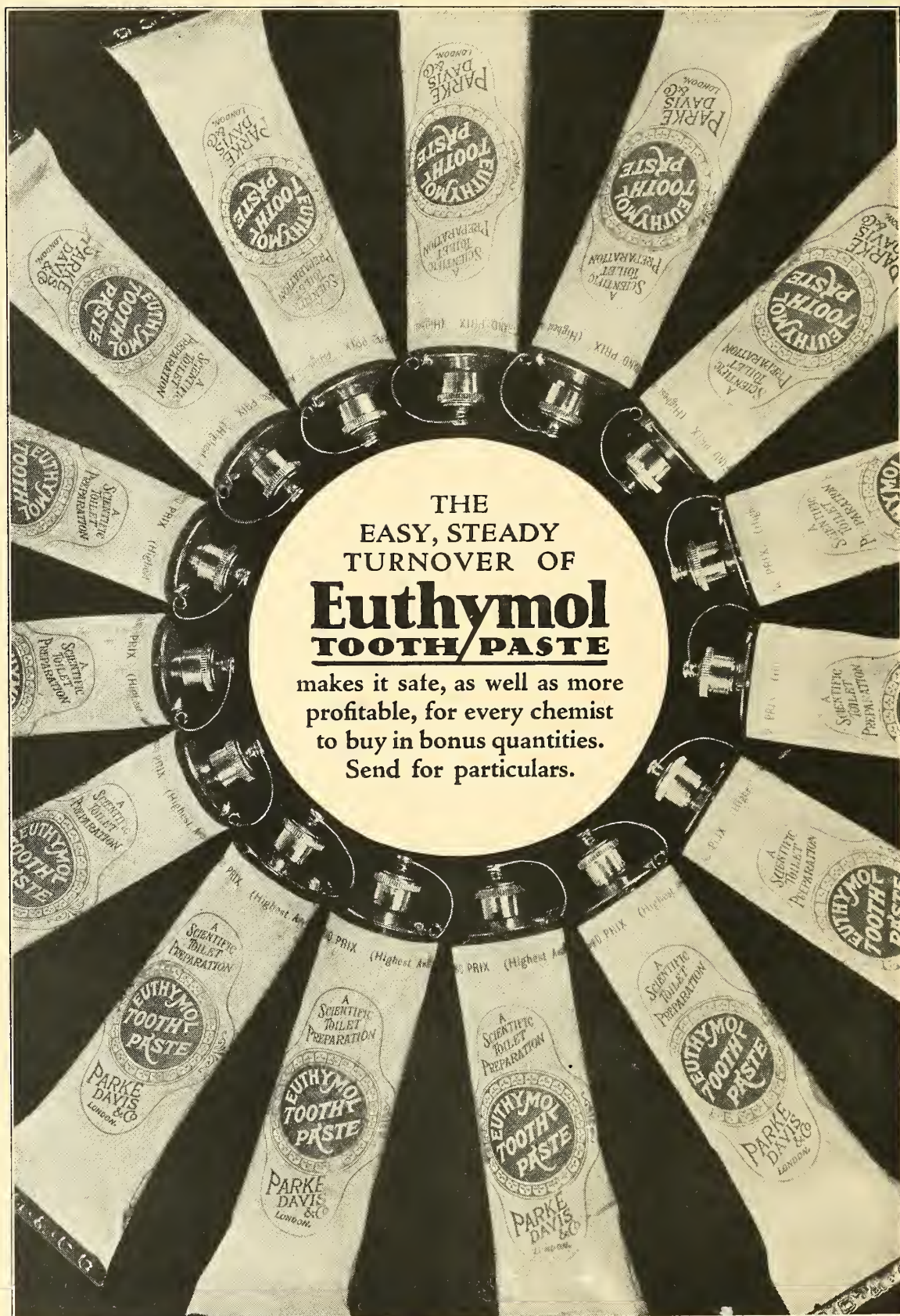
LACTATES, SALICYLATES

Paraldehyde

Quinisan

ETHERS, MENTHOL, THYMOL

Soda Tart. & P. Seidlitz



THE
 EASY, STEADY
 TURNOVER OF
Euthymol
TOOTH PASTE
 makes it safe, as well as more
 profitable, for every chemist
 to buy in bonus quantities.
 Send for particulars.

SELL BRITISH WINES THIS CHRISTMAS



OUR BRITISH WINES
ARE FERMENTED IN
OUR OWN CELLARS

Varieties in Stock

Blackberry	Gooseberry	Red Currant
Black Currant	Green Ginger	Red Wine
Burgundy Type	Orange	Sauterne Type
Cowslip	Pineapple	Sherry
Dandelion	Raisin	Strawberry
Elder	Raspberry	Tent
Ginger		Etc.

Per dozen, 6 to gallon 20/-

Per dozen, 12 to gallon 12/-

Less than 1 dozen lots of one size 20/6 and 12/6

Per gallon, in stoneware 8/3

Per gallon, in casks.. .. 7/6

WRITE FOR OUR "WINE LIST."

HIRST, BROOKE & HIRST, LTD.
LEEDS.

'Phone 20374 (4 lines)



Here is the display **NOW**
making tremendous profits
for pharmacists **YOU CAN HAVE IT**
WORKING FOR YOU WITHIN 24 HOURS.

COUPON

Please send me 3-piece Winter Coat Screen.

NAME.....

ADDRESS.....

Post the coupon to Southport or to your usual wholesaler.

EVERY week, just now, 22,000,000 impressions of Bob Martin Winter Coat advertising are appearing in all leading National and Provincial newspapers.

And the display you see above is the VITAL LINK between this full pressure advertising and your Pharmacy. The way to make the Bob Martin advertising work full time for you is to have one of these displays in your window. Every other person who passes your pharmacy is a dog owner, and they will buy from you if they know you can meet their needs. Sales up, profits up—and mounting UP, UP, UP, is the verdict of all pharmacists who are displaying this screen. If you have not got one yet fill in the coupon on the left now, and send it to Southport. Miniature 6d and 1/- Condition Powder outers to complete the display can be had from your wholesaler. Cut out the coupon now—this display can be working for you in 24 hours.

BOB MARTIN LTD.
SOUTHPORT **LANCS.**

TO MEET THE POPULAR DEMAND

The public taste in loose face powder has definitely veered round to peach and cream tones.

To meet this demand we have pleasure in announcing

COTY

Rachel Nacré

FACE POWDER

Rachel I is now changed to Rachel, and instead of Rachel I and II the shades available are Rachel and Rachel Nacré. OUR RANGE IS NOT INCREASED.



THIS INTRODUCTION TO MEET THE PUBLIC TASTE IS SURE
TO INCREASE YOUR POWDER SALES... *Are you ready?*

RAZ-MAH FOR ASTHMA

This preparation is remarkably effective in all cases of Asthma, Hay Fever and Bronchial Colds. Put up in capsules which are easy to swallow, it is clean and convenient to take, and should prove a ready seller during the winter.

Retail 3/-, 5/- & 24/-
Wholesale 27/-, 45/- & 216/-
per doz. respectively.

TOUZEAU SAUNDERS' NURSERY and TOILET POWDER

The steadily increasing popularity of this powder is conclusive proof that one sale will lead to many more. It is constantly recommended by doctors and nurses all over the country.

Show material free on request.

Retail 7½d. per tin P.A.T.A.
per 5/- doz. Gross lots 57/-

*Special Window Display Bonus
of 13 to the doz. on 3 doz. lots.*

— ALL —
THESE LINES
ARE NOW
BEING WIDELY
ADVERTISED

KALMINE METADIER CACHETS

This famous continental remedy is extremely beneficial in all cases of Insomnia, Headaches and Nerve Pains generally. Their action in no way affects the heart or kidneys, and they can be relied upon to give instant and lasting relief.

Retail 1/3 per box
per 11/- doz.

TOUZEAU SAUNDERS' NINONA COLD CREAM

A high class product with a really attractive pack suitable for general use as a Toilet Cream, or for Theatrical use as a base and remover for grease-paint. It contains no animal fats, and will not cause hair to grow. Packed in tins with patent self-locking lid and non-cutting edges, and attractively printed in ivory, green, black and gold.

Retail 1/9 per tin
per 14/9 doz.

Any of these preparations can be obtained from your usual Wholesaler or from the Proprietor's Depot

BUTLER & CRISPE

J. H. CRISPE

Cables and Marconigrams :
"ALLUWANT, LONDON."

L. H. CRISPE

Telephone :
CLERKENWELL 2661 (Private Branch Exchange).

R. P. GOWER

Telegraphic Address :
"ALLUWANT, SMITH, LONDON."

IMPORTERS, EXPORTERS AND DISTRIBUTORS

English and Foreign Proprietary Medicines, Perfumery, Toilet Goods, Druggists' Sundries

80-84 CLERKENWELL RD., LONDON, E.C.1

INDEX TO ADVERTISERS

Allan Manfg. Co., Ltd. (Cut-out Letters)	28	Burroughs Wellcome & Co. (Photographic Exposure Calculator)	31	Ephazone Co. (Ephazone Tablets)	Leader Page
Anadin, Ltd. (Anodyne Compound Tablets)	viii	Butler & Crispe (Raz-mah for Asthma, &c.)	4	Esperis (Eau de Cologne Essence) ..	28
Association of Manfg. Chemists, Ltd. Col. Supp.		Camwal, Ltd. (Mineral and Aerated Waters)	xiv	Evans, Gadd & Co., Ltd. (Drugs, &c.) ..	v
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists)	15	Cartwright, W. B., Ltd. (Penetrol) ..	9	Ex-Lax, Ltd. (Chocolate Laxative) ..	25
Baird, J., & Sons (Lens Cleaners)	26	Cephus, Ltd. (Headache Remedy) ..	x	Ferber, Robert, Ltd. (Medicinal Capsules, &c.)	vi
Baiss Bros. & Co., Ltd. (Glycerine, Lemon and Honey)	iv	Chemopharm, Ltd. (Tebetren)	Leader Page	Freudentheil, Smith & Co. (C.L.O.) ..	23
Barker, R., & Son, Ltd. (Infants' Preservative)	xii	Christy, T., & Co. (Cachet Machines) ..	28	Gardiner & Co. (The Scotch House), Ltd. (Overalls)	21
Beechams Pills, Ltd. (Pills and Powders)	xi	Clark, S. F. (Valuer, &c.) Col. Supp.		Garfield Tea Co.	iv
Bell, John, Hills & Lucas, Ltd. (Pharm. Preps.)	Leader Page	Constipon Tablets	xiv	George, Ernest J. (Valuer, &c.) Col. Supp.	
Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.		Continental Laboratories, Ltd. (Botol)	iv	Gollin & Co. Pty., Ltd. (Aspro)	xiii
Birley's Antacid, Ltd. (Indigestion Remedy)	ix	Corn Products Co., Ltd. (Dextrosol Brand Glucose)	15	Granville Wood & Co. (Ballroom Floor Polish)	21
Blackie, R. (Spun Ointments)	viii	Coty (England), Ltd. (Toilet Preps.) ..	3	Grout & Co., Ltd. (Crêpe Bandages) ..	22
Blackmore, Howard & Metherell, Ltd. (Powder Boxes)	18	Cox, A. H., & Co., Ltd. (Pills and Tablets)	Cover	Hackett, S. E. (Film Overstocks) Col. Supp.	
Blackwell, Hayes & Co., Ltd. (Fruit Essences, &c.)	viii	Crookes Laboratories (Halibut Liver Oil and Malt)	xiv	Hampshire, F. W., & Co. (1927), Ltd. (Snowfire Cream)	vi
Blythe, W., & Co., Ltd. (Chemicals) ..	2	Cupal, Ltd. ("Rayglo" Series)	7	Harley, T. (Rodine)	30
Bob Martin, Ltd. (Dog Remedies) ..	2	Dee Oil Co., Ltd. (Petroleum Jelly) ..	ix	Hirst, Brooke & Hirst, Ltd. (Christmas Wines)	1
Brady & Martin, Ltd. (Galenicals, &c.)	v	Distillers Co., Ltd. (Dried Yeast, &c.) ..	12	Hopkin & Williams, Ltd. (Chemicals) ..	vi
Brierley, John (Valuer, &c.) .. Col. Supp.		Dudley & Co., Ltd. (Christmas Show-cards, &c.)	26-30	Hough, Hoseason & Co., Ltd. (Nalgo Antiseptic)	5
British Drug Houses, Ltd. (Ideal Warming Liniment)	32	Duncan, Flockhart & Co. (Ethyl Chloride)	i	Howards & Sons, Ltd. (Aspirin Tablets, &c.)	Cover
Britton, Malcolm & Waymark, Ltd. (Sankey Autoclave)	8	Edge, W., & Sons, Ltd. (Drummer Dyes)	26	International Chemical Association (Renipas)	vi
Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods)	28	Edwards, Wm., & Sons ("Rainbow" Bath Crystals)	18	Jackel et Cie (of Paris), Ltd. (Hair Cream, &c.)	18
Burrough, James, Ltd. (Alcohol)	Leader Page	Elmesan (London), Ltd. (K-D Air Desiccator)	22	Jackson, Ernest, & Co., Ltd. (Lozenges, &c.)	i

[Continued overleaf.]

TWO LINES OF MERIT

Worthy of your Attention

● **NALGO**, a new Antiseptic suitable for every purpose and occasion. NALGO makes pain go in a few minutes. Inflammation soon subsides after teeth extraction, Burns, Scalds, Wounds, etc.

NALGO, the safe Gargle for all Throat conditions.

Elegantly packed, it retails at 10½d. and 1/6.

May we send you a sample dozen, together with Show material, for 7/6 or 13/-, according to size.

BEUTONE TONIC REDUCING BATH SALTS.

The finest, most efficient and elegant "Slimming" Salts ever produced. Give Beauty and tone to the female figure. The ideal remedy for Obesity. The Tonic and Soothing effect of BEUTONE, apart from its "Reducing" action, will ensure its instant success. Here is something the public have been waiting for—a Turkish Bath in their own home, for 1½d. Daintily packed, retails at 9d. and 1/6. May we send you a sample dozen, together with Show material, for 6/9 or 13/-.

TRADE ENQUIRIES INVITED

HOUGH, HOSEASON & CO. LTD.

Manufacturing Chemists

MANCHESTER

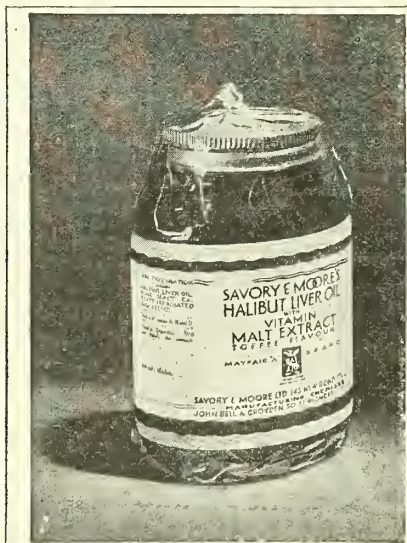
INDEX—cont.

Johnson & Sons Manufacturing Chemists, Ltd. (Pharmaceutical Chemicals, &c.)	iii	Mundet Cork Products, Ltd. (Bakelite Steppers, &c.)	28	Smith, T. & H., Ltd. (Alkaloids)	ii
Josephs, Philip, & Sons (Shopfittings) Col. Supp.		Myers, E. J. (Shopfittings) .. Col. Supp.		Solazzi (Liquorice)	ii
Kalisky, S. (Aldgate), Ltd. (Tim Blades)	18	Nestlé & Anglo-Swiss Condensed Milk Co. (Lactogen)	14	Solport Bros., Ltd. (Finger Stalls)	19
Kent, G. B., & Sons, Ltd. (Brushes)	19	Newball & Mason, Ltd. (Extract of Herbs)	12	Sozol (1924), Ltd. (Egg Preservative)	16
King, J. C., Ltd. (Window Dressing Papers)	28	Norwegian Cod Liver Oil	xv	Sterns, Ltd. (Oils, Petroleum)	xii
Leigh, R. & H., & Sons, Ltd. (Carboy Hampers)	28	Olley, C., & Sons, Ltd. (Corks)	20	Stewart, Goodall & Dunlop, Ltd. (Nuctone)	19
Lennon, Ltd. (South African Agencies)	ii	Orridge & Co. (Valuers, &c.) Col. Supp.		Sumner's Typhoo Tea, Ltd.	13-Leader Page
Lighbown, J. W., & Sons, Ltd. (Grips Pastilles)	x	Owl Advertising & Photographic Service	22	Tenz Manfg. Co. (Deodorant Tablets)	iv
McGlashan, D., Ltd. (Abdine)	v	Pam Manfg. Co., Ltd. (Sanitary Pads)	28	Thompson & Capper Wholesale, Ltd. (Stokes' Water Stills)	27
Mandall & Co., Ltd. (Licorine)	xii	Parfumerie de Fleury (Perfumes, &c.)	21	Thurley, G. E., & Son (Liquid Paraffin)	viii
Martin, Bob, Ltd. (Dog Preparations)	2	Parke, Davis & Co. (Euthymol)	Cover	Town Talk Polish Co. (Liquid Silver Polish)	30
Matthews, D., & Son (Shopfittings) Col. Supp.		Phillips Yeast Products, Ltd. (Phillips Yeast)	17	T.P. Company (Hand Cleaner)	22
Matthews Laboratories, Ltd. (Digestals)	Leader Page	Potter & Clarke, Ltd. (Wholesale Druggists)	29	Veldt Laboratory, The ("Veldt" Cream)	22
Maund, F., & Berg, E., Ltd. (Showcases)	28-Col. Supp.	Prideaux's, Ltd. (English Dried Milk)	16	Viggormalt, Ltd. (Malt Extract and Hops)	12
Maw, S., Son & Sons, Ltd.	11	Roberts & Sheppey, Ltd. (MelRose)	x	Viscose Development Co., Ltd. (Bottle Capping)	23
Medway Corrugated Paper Co., Ltd. (Corrugated Papers, &c.)	xvi	Robinson & Sons, Ltd. (Perfumery Boxes)	8	Wagner, R. V. (Bottle Caps)	20
Methylating Co., Ltd. (Methylated Spirit)	ix	Rose, J. L., Ltd. (Gallic Acid, &c.)	v	Westminster College of Pharmacy	30
Midgley & Parkinson, Ltd. (Yeast Preps.)	iv	Rudduck & Co. (Shopfittings) Col. Supp.		Whiffen & Sons, Ltd. (Bromides)	vii
Molson Ionized Iodine Co., Ltd.	28	Sangers, Ltd. (Glymiel Jelly)	10	White, Tomkins & Courage, Ltd. (Ionones)	xiv
Monsanto Chemical Works, Ltd. (Acrosyl)	Cover	Savory & Moore, Ltd. (Halibut Liver Oil and Malt)	6	Wilcox, Jozeau & Co. (Foreign Proprieties)	Leader Page
		Scruton, O., & Co. (Nurse Harvey's Mixture)	20	Wilkinson, James F. (Printing)	30
		Scurr, C. A. (Optical Tuition)	26	Wilson & Mansfield (Eucalyptus Oil)	iii
		Shadeine Co. (Hair Dyes)	28	Wood Bros. Glass Co., Ltd. (Glassware)	23
		Sidac Silverine Co. (Wrapping)	20	Zeal, G. H., Ltd. (Clinicals)	22
		Silks Toilet Co. (Silkodono)	19		

Announcing A NEW LINE

SAVORY & MOORE'S HALIBUT LIVER OIL

with VITAMIN MALT EXTRACT
TOFFEE FLAVOUR



Contains Pure British Barley Malt Extract blended with the Finest Halibut Liver Oil to which is added Irradiated Ergosterol

Rich in Vitamins A, B, & D.
Free From "Fishy Taste"

Will YOU Co-operate ?

Our Propaganda Campaign includes:—

Informing the Medical Profession

Publicity in—

British Medical Journal
Lancet

Intensive Medical Propaganda in selected areas

Special Circulation—

Hospitals, Institutions, Preparatory Schools, etc., and, if you desire, your own Doctors

DISPLAY TERMS

SPECIAL TERMS are offered for Introductory Orders showing profit on cost of over

48%

Suggested Parcel

2 doz. 1 lb. 2/- @ 18/- doz.
1 doz. 2 lb. 3/6 @ 31/6 doz.

13 to the dozen

Additional 2½% C.W.O.

C.P. on minimum value £3 0 0

Free literature and showcards

(Anticipate Medical Demand — Be up to date)

SAVORY & MOORE LTD.

Manufacturing Chemists

Sales Offices :

50-52 WIGMORE STREET, LONDON, W.1

21/11/32

The Managing Director,
Cupal Limited,
Manufacturing Chemists,
Blackburn.

Dear Sir,

I thank you for your letter of the 15th inst.,
Reference WEW/LP.

I have shops at both ends of
and both my Manager and myself are Old Boots men,
and I must say that we are both very pleased with
the presentation of RAYGLO goods and their effect
on the Buying Public. They are definitely the only
line of packed goods that in our opinion are as
good or better than those presented by the
Multiple Shops.

If convenient I shall be only too glad to
come over to Blackburn on Thursday to discuss with
you how we can co-operate to make this series an
enormous success to our mutual advantage.

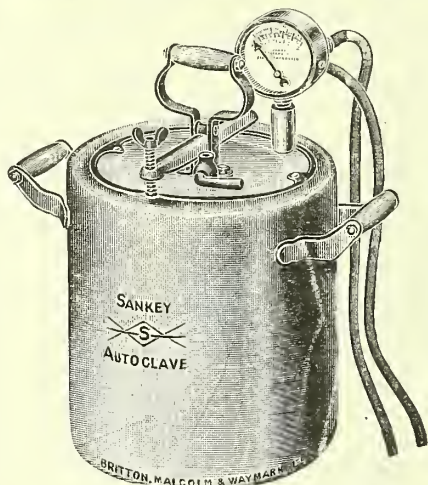
Yours faithfully,

.....
ORIGINAL MAY BE SEEN
AT OUR OFFICE.

"RAYGLO"—*The best range of packed pharmaceuticals offered to the trade.*
Enquire re agency.

CUPAL, LIMITED,
BLACKBURN.

COMPLETE STERILISATION MEANS COMPLETE SAFETY—BOILING does NOT give complete sterilisation



The 1932 B.P. requires injections, and apparatus for their preparation, to be sterilised in an **AUTOCLAVE**

The **SANKEY AUTOCLAVE** is efficient, **SIMPLE**, and remarkably **CHEAP**, in comparison with any other apparatus.

SPECIFICATION OF THE SANKEY AUTOCLAVE

Size	Capacity	Height	Diameter	Weight	Cost each
Small	8 pints	5 $\frac{3}{4}$ in.	8 in.	8 lbs.	£4 17 6
Large	26 „	12 in.	10 $\frac{3}{4}$ in.	19 $\frac{3}{4}$ lbs.	£6 17 6

Each Autoclave is fitted with an automatic gas regulating pressure gauge

SUPPLIED ONLY BY THE SOLE AGENTS—

Britton, Malcolm & Waymark, Ltd.

38 SOUTHWARK BRIDGE ROAD, LONDON, S.E.1

Telephone: WATERLOO 1442 (3 lines)

**Perfumery
boxes**

**Robinsons of
CHESTERFIELD.**

WHEAT BRIDGE MILLS, CHESTERFIELD & 168, OLD STREET, LONDON, E.C.1.

If you want to do more business
you must get more and more
people into your Pharmacy



PENETROL

BRAND INHALANT

has been specially issued to help
you to bring in more and more
profitable customers so that you
can sell them the 1/3 or 2/- size

*However good your salesmen, you must, in
the first place, get the people INTO your shop*

EXCELLENT DISPLAY MATTER WITH EVERY ORDER

ONE DOZEN	THREE DOZEN	SIX DOZEN	ONE GROSS
4/9	4/6	4/3	4/-

W. B. CARTWRIGHT LTD. RAWDON LEEDS

GLYMIEL JELLY

1932

WINDOW DISPLAY

BONUS PARCELS

6 Assortments now available.

NATIONAL ADVERTISING

is booked to appear regularly

OCTOBER 1932 to DECEMBER 1933

IN

THE SIX PARAMOUNT DAILIES

with a combined circulation of over

8,000,000

AND IN

NINE WOMEN'S WEEKLY PAPERS and

TEN WOMEN'S MONTHLY MAGAZINES

with a combined circulation of over

3,000,000

We feel justified in asking for your co-operation by holding stocks of all sizes

3d., 6d. & 1/- Tubes, & 2/6 Jars

Sangers
LIMITED

258 EUSTON RD., LONDON, N.W.1; also at BRISTOL & NEWCASTLE-ON-TYNE

MAW'S PACKED GOODS

(Chemist's Own Name)

High Quality

Competitive
Price

Generous
Profits

Three Brands
(Discus,
Chevron & M)



Uniform
Decoration

Good Bottles,
Screw Caps

All Bottles
wrapped
Transparent
Tissue

Attractive
Showcards

Twenty lines,
various sizes

PRICES—per doz.

	1 oz.	2 oz.	4 oz.	8 oz.	16 oz.
Ammoniated Tincture of Quinine B.P. ...	5/-	8/-	12/-	—	—
Camphorated Oil B.P. ...	3/6	5/3	8/-	—	—
Castor Oil B.P. ...	3/-	3/9	5/3	8/-	—
Cherry Cough Syrup ...	—	5/3	8/-	—	—
Children's Cough Syrup ...	—	4/3	6/6	—	—
Cod Liver Oil Emulsion 50% ...	—	—	6/9	10/-	19/-
Cod Liver Oil B.P. ...	—	—	5/6	9/-	16/-
Cold and Influenza Mixture ...	—	—	5/6	10/-	—
Compound Glycerine of Thymol B.P.C. ...	—	—	5/6	8/-	—
Compound Licorice Powder B.P. ...	—	2/3	3/6	—	—
Compound Syrup of Hypophosphites ...	—	—	8/-	12/6	—
Confection of Senna B.P. ...	Small Pots, 6/-	—	Large Pots, 10/6	—	—
Cough and Bronchitis Mixture ...	—	—	6/6	10/6	—
Distilled Extract of Witch Hazel ...	—	—	7/-	—	—
Eastons Syrup ...	—	6/-	10/-	18/-	—
Family Embrocation ...	—	—	7/6	—	—
Glycerine B.P. ...	—	4/6	6/9	10/-	16/6
Indigestion Mixture ...	—	—	5/6	8/9	—
Liquid Paraffin B.P. ...	—	—	5/6	9/-	15/-
Parrish's Chemical Food B.P. ...	—	—	5/9	8/6	13/6

S. MAW, SON & SONS LTD.

7-12 Aldersgate Street, London, E.C.1

NOTE! FREE
YEAST PACKED
WITH EACH TIN



PURE BEER EASILY MADE AT HOME

(The Daily Express says so... 9.5.1932)

FOR **1^P** PER **ALE OR
PINT STOUT**

(NO LICENCE IS NECESSARY)
FROM

VIGGORMALT

THE PURE
TRIPLE-CONCENTRATED EXTRACT OF
RICH MALT & HOPS ONLY

(NOTE THAT WORD "ONLY.")

NO ADULTERATION OR ADDED COLOURING
"That is a plain statement of fact which your customers
will appreciate." We ask Retailers to co-operate in
safeguarding consumers against mixtures loaded with
substitutes and labelled so as to deceive more by
suppression of facts than by what is stated.

**PURE BEER MEANS MALT AND HOPS ONLY
IN ONE WORD — VIGGORMALT
100% TONIC FOOD**

YEAST
SUPPLIED FREE
WITH EACH TIN

NO MILLING
MASHING
BOILING OR
FILTERING

VIGGORMALT makes genuine "OAMBROO" BEER
(ALE OR STOUT) of perfect character, by simply
adding cold water and the FREE YEAST, and at an
amazingly low cost. Once introduced it quickly
becomes a regular item on the shopping list.
National Advertising is extensive and constant.

WRITE FOR TRADE TERMS AND
ATTRACTIVE DISPLAY MATERIAL TO
THE VIGGORMALT DISTRIBUTORS :—
FASSETT & JOHNSON, LTD.
86, CLERKENWELL ROAD, LONDON, E.C.1
Sole Manufacturers:
VIGGORMALT Ltd., Davigdor Road, Hove, Sussex

DRIED YEAST

Produced from the celebrated "D.C.L." pure
culture Yeasts, obtainable in the following
grades :—

- (1) For fermentation or baking purposes.
- (2) For medicinal use, in ground or
powdered form.

YEAST TABLETS

- (1) Live—or fermenting.
- (2) Silent—or non-fermenting.

DRY MALT EXTRACT

A kindred product to the world-
renowned "D.C.L." Malt Extract.

Samples and prices may be obtained from :—

THE

DISTILLERS COMPANY LTD.,
12 TORPHICHEN ST., EDINBURGH

or :—

THE UNITED YEAST COMPANY LTD.
LONDON, BRISTOL, BIRMINGHAM,
MANCHESTER, LEEDS & NEWCASTLE

MASON'S EXTRACT OF HERBS

May we have the pleasure of
sending you particulars of our
Window Display Scheme?



NEWBALL & MASON
LIMITED
NOTTINGHAM



is.....this book

"The Art of Retail Business"

A practical treatise upon money making, specially applicable to the Chemist,

By

Sir John Sumner, F.S.A., F.R.S.A.

Chairman of Sumner's "Ty-phoo" Tea, Ltd.
Birmingham and Colombo

to members of the Trade (principals only)
on receipt of billhead or printed letter paper

Read what the Trade Papers say:

The Chemist & Druggist

"The Art of Retail Business" is the title of an interesting and instructive brochure sent to us by Sumner's "Ty-phoo" Tea, Ltd. The brochure contains many practical hints.

The Retail Chemist

Sumner's Ty-phoo Tea, Limited, have issued an interesting portfolio entitled "The Art of Retail Business," which explains the advantages of a Ty-phoo agency, and demonstrates the firm's business methods and particularly the nature of its relations with its retail distributors. There are lots of little things in this book of interest to retailers generally.

The Pharmaceutical Journal and Pharmacist

"The Art of Retail Business" is a practical treatise upon money-making and contains many valuable hints on business policy and methods in general. The brochure is a beautiful example of what fine paper, printing, and colour work can do, and is bound in such a way that wherever opened the pages fall flat. A copy will be sent to any chemist who is interested on request.

Extracts from other Press Notices:—

"The Art of Retail Business." This is the title of a new booklet issued by Sumner's Ty-phoo Tea, Ltd. of Birmingham and Colombo. Sixteen pages of concentrated matter explain the art of retail business and comprise a practical treatise on money-making. Sound business principles are illustrated point by point with apt illustrations which drive home the truth of the text. The booklet, which is bound by spiral wire binding, is well printed on art paper and has a striking cover.

"The Art of Retail Business" is the title of an attractive booklet which has just been issued by Sumner's "Ty-phoo" Tea, Ltd. It contains valuable information and advice on how to deal with customers. Even the most experienced of traders can afford the time to read this bright little work.

"The Art of Retail Business."—This is the title of an attractively printed and arranged brochure issued by Sumner's Ty-phoo Tea, Ltd., Birmingham and Colombo. The work has been given the inviting description of "A practical treatise upon money-making," and the headings and chapters are: (1) The woman counts; (2) Success is based on service; (3) Repetition counts; (4) Never dispute; and (5) Summary—How we can help you. The keynote of this work is "Service" and it contains many useful hints to traders, among which we note some good advice as to dealing with the unreasonable customer.

Every man is in business to make money, and to success there is only one royal road—**incomings must exceed outgoings!** In proportion as you put service into a business, you may look to take out profit—and no more. Service means conferring benefit, and has a wide range of application. These are two of a number of paragraphs of useful advice which are contained in the brochure, "The Art of Retail Business," a practical treatise on money-making, issued by Sumner's Ty-phoo Tea, Ltd., Birmingham and Colombo.

Grocers will find in "The Art of Retail Business" a practical treatise upon money-making, a great deal of interesting matter and many practical hints on building up a tea trade. It is shown how it is possible to gain the customer's goodwill by considering her point of view. Again, timely hints are given on shop management, service, delivery and prices.

Attach this Coupon to your Billhead

Coupon
for
free copy
of "The Art
of
Retail Business"

FILL IN NAME
AND ADDRESS
BELOW

Sumner's Ty-phoo Tea, Ltd.,
Birmingham 5

CD

FACTS

YOU CAN TELL
YOUR CUSTOMERS
ABOUT LACTOGEN



LACTOGEN is Pure

The milk for Lactogen comes from selected herds that graze on sweet English meadowlands. Close inspection, rigorous tests, ensure absolute purity and unvarying quality. Lactogen is hygienically packed. The special container is sealed in a way which makes contamination impossible. Bacteriological examination of the tins as packed for market, demonstrates the unassailable purity of Lactogen.

The demand for Lactogen is growing every day. Doctors, Chemists and Nurses all over the country recognise its genuine merit, and recommend it enthusiastically. Babies thrive on it—therefore Mothers praise it, buy it, and tell their friends about it.

“**LACTOGEN**”
REGD. TRADE MARK
BETTER MILK FOR BABIES

Copyright

*Lactogen—prepared by Nestlé—is
a modified dried milk for use in
infant feeding.*

2'9 PER TIN P.A.T.A.

*Send to-day for full particulars and terms
to the Lactogen Bureau (Dept. AZ51c),
Nestlé and Anglo-Swiss Condensed Milk
Co., 6 & 8, Eastcheap, London, E.C.3.*

*If the public want to
pay 1/6 for an always
British Liniment, ———*

—why ask it more?

—when your profit is less!

P.K.L. (PAIN KILLING
LINIMENT)

Asks you to accept a

CHEQUE

10/-

FOR

TEN SHILLINGS

10/-

(CHEQUE IS SENT WITH INVOICE FOR GOODS)

in consideration of your giving a Window Display and
placing an order for SIX DOZEN of P.K.L.

**BONUS QUANTITY THIRTEEN TO DOZEN
ON ALL ORDERS OF 3 DOZEN UPWARDS**

**P.K.L.
ENJOYS
AN
ENORMOUS
SALE**

P.K.L. sells to the Public P.A.T.A. 1/6
It costs you 12/- per dozen, 144/- per gross
BONUS thirteen to dozen for 3 dozen lots
Cheque for 10/- for six dozen order and
window display
No need of postcard claiming bonus cheque
No need to notify display date
No inspection of display
PLENTY OF DISPLAY MATERIAL

**FINE
DISPLAY
SCREEN
FOR
WINDOW
SHOW**

AYRTON, SAUNDERS & CO. LTD., LIVERPOOL

DEXTROSE B.P.

(POWDERED GLUCOSE)

DEXTROSOL BRAND



1/6 per lb. retail. 13/6 per doz. wholesale.
1/- per 1/2 lb. retail. 9/- per doz. wholesale.

KARO

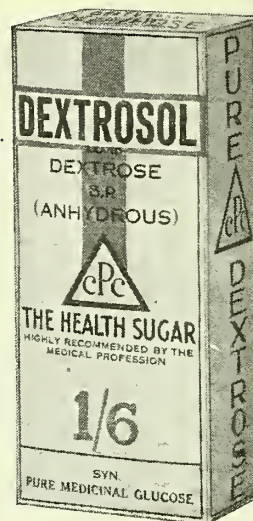
*A Step Forward
in Baby Feeding*

A mixture of Dextrose, Dextrine, Malto-Dextrin, Maltose and Sucrose. Is now being introduced generally to the medical profession and advertised regularly in the medical Press.

2/6 per 2-lb. retail. 21/- per doz. wholesale.
Order through your usual wholesale supplier.

Samples on request:

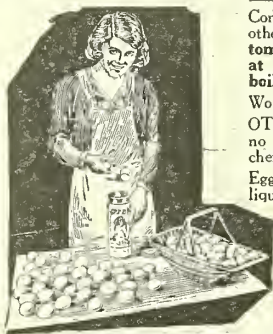
CORN PRODUCTS Co. Ltd., Dept. C, Bush House, W.C.2



Housewives Everywhere are asking for

OTEG Egg Preservative

*Thousands of Tins were sold last season!
ARE YOU STOCKING IN 1933?*



Consider OTEG before stocking others. With Oteg your customers store eggs dry in a box at home for ten months for boiling and all purposes.

Wonderfully simple and efficient.

OTEG seals every pore, and needs no preparation and no pails of chemicals, it is ready for use.

Eggs are simply DIPPED into thin liquid with the wire tongs provided; DRIED for half an hour; and then STORED.

A quart of Oteg seals over a thousand eggs.

It will pay you to stock this household necessity without delay.

SEALED TINS WITH DIPPER,
for 250 eggs, 2/8; 500, 4/9; 1,000, 7/9.

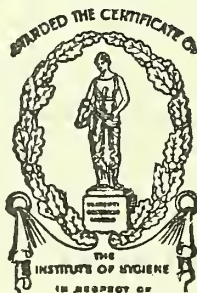
Cartons containing sealed tin, wire tongs, booklet. Generous Trade Terms. Easy Sales. Good Profit. Forceful Advertising.

*Stocks sealed and good for two seasons.
Attractive advertising matter.*

SOZOL (1924) LIMITED

20 COPTHALL AVENUE, LONDON, E.C.2

Stands at British Industries Fair and Ideal Home Exhibition, &c.



'DORSELLA' MILK FOOD

ENGLISH DRIED MILK

*Enquiries
are solicited for the
following:—*

Full Cream "Dorsella" Dried Milk
Half Cream
Separated "Paragon"
Casumen, Soluble Milk Proteid
Sweet Whey, Crystals or Powder
Kencream for Puppies
Unita (Dorsella and Casumen)

SUPPLIED IN BULK, TINS OR CARTONS

Quotations and samples on request

PRIDEAUX'S, LTD.

MOTCOMBE, SHAFTESBURY, DORSET

'Phone No.: Shaftesbury 4

★ To-day brings 'NEW LIFE' to your Business

Don't Miss Sales!

WINDOW DISPLAY TERMS

SPECIAL BONUS TERMS are offered for 14 days' window display of Phillips Yeast. Link up with **Phillips National Advertising Campaign** by displaying Phillips Yeast in your window...and take advantage of the

EXTRA PROFITS

No. 1 PARCEL

4 DOZEN.....1/3 size bottle to be charged as 3 1/2 dozen @ 12/- per dozen **£2 2 0**

This means 7/6 Extra Profit.

No. 2 PARCEL

7 DOZEN.....1/3 size bottle to be charged as 6 dozen @ 12/- per dozen **£3 12 0**

This means 15/- Extra Profit.

(Bonus Parcel may be ordered through your usual wholesaler)
Smaller quantities do not qualify for bonus
.... kindly order through your wholesaler

PHILLIPS YEAST PRODUCTS LTD.

PARK ROYAL ROAD, LONDON, N.W.10

GET A BONUS PARCEL IT WILL PAY YOU!!

PHILLIPS YEAST ... IS LIFE ITSELF!

Daily Mail
FOR KING AND EMPIRE
THURSDAY, DECEMBER 1, 1932

HEALTH VITALITY

A NATURAL REMEDY & LIFE-GIVING TONIC

LIVE YEAST IS LIFE!

THE SIMPLE WAY to Health, Strength and Vitality is now within the reach of all by taking daily with your meals a small quantity of ... PHILLIPS YEAST

QUITE HARMLESS... CONTAINS NO DRUG

PHILLIPS YEAST will raise the standard of Health of millions of people ...

- It ensures perfect Digestion and conquers Dyspepsia.
- It reduces Uric Acid, the cause of Rheumatism, etc.
- It purifies the blood, clears Boils and skin blemishes.
- It relieves Headache, Neuralgia and Spasms.
- It dispels Nervous Debility, Neurasthenia and Insomnia.
- It regulates and tones the entire system.

15 days supply for 1/3
SOLD BY ALL BRANCHES
TAYLORS, TIMOTHY WHITES, PARKES ... and all good Chemists

PHILLIPS YEAST LTD.
PARK ROYAL RD. LONDON, N.W.10

Phillips PURE LIVE YEAST is LIFE ITSELF!

Purity - Activity

Phillips YEAST IS LIFE ITSELF!

for Vitality and Vigour

Phillips Yeast is a safe, reliable and powerful remedy for:
INDIGESTION
RHEUMATISM
NEURALGIA
ANEMIA
INSOMNIA
CONSTIPATION

A WONDERFUL APPETIZER!

15 days supply for 1/3

One dozen box makes attractive counter display.

Phillips YEAST IS LIFE ITSELF!

A scientific preparation of PURE LIVE YEAST... Guaranteed fully active

15 days supply for 1/3

A Simple Way to Health

Tones and Invigorates the Entire System

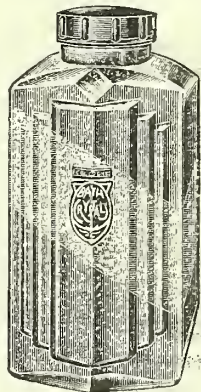
Dainty and Delightful!

OUR LATEST "PIONEER" PRODUCTION

"RAINBOW" BATH CRYSTALS

Made with the
New Needle Crystals.

Nearly three times the strength
of ordinary bath crystals in
water softening properties.



Packed in three sizes in most
attractive and elaborate bottles,
fitted with screw Bakelite caps.

Small Size	-	8/6	per doz.
Medium Size	-	12/6	"
Large Size	-	22/-	"

WILLIAM EDWARDS & SONS

Wholesale and Export Druggists' Sundriesmen,

14-18 NILE STREET, CITY ROAD, LONDON, N.1.

SELL AT
1/6
EACH

TIM

A
BRITISH BLADE / **4/9**
at a competitive price! **PER GROSS**

... that is meeting with great public
favour. The Finest Steel, scientifically
Hand-Honed. Send for sample to-day!
Dept. C.D., S.KALISKY (Aldgate) Ltd.

**146 THEOBALD'S ROAD,
LONDON, W.C.1,
and at 16 WITTHY GROVE,
MANCHESTER.**



VOGUE
Vanities

Exquisite designs in Nickel, Gilt, Silver, Enamelled,
Engine-turned, Lacquered—British Made throughout
From all Wholesalers
BLACKMORE, HOWARD & METHERELL, Ltd.
13 Fattion Garden, London, E.C.1

ANOTHER JACKEL'S HAIR CREAM

To meet a widespread demand we are now
marketing a new preparation named Oilafix. It
is merely our well-known non-greasy Hair Cream
with added oil. Oilafix does not compete with
Jackel's Hair Cream—but you should stock both.
Many customers to-day demand an oil Cream.

Both are the best of their class—
The original and leading Creams.

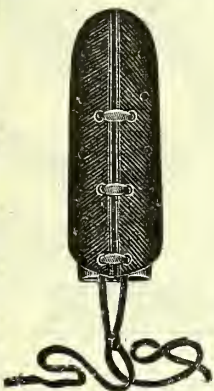
OILAFIX *Trade Terms:*
12/- per doz., retailing at 1/6 per bott.
20/- per doz., retailing at 2/6 per bott.

JACKEL'S HAIR CREAM
11/6 per doz., retailing at 1/6 per bott.
18/- per doz., retailing at 2/6 per bott.

JACKEL'S HAIR CREAM
Made in Glasgow



"SOLPORT'S GOODS ARE GOOD GOODS"



PAROUBEK'S
Regd.

"FOLDO"

P.A.T.A.

RETAIL

6d.

EACH

PER

3/6 DOZEN

THE TWO BEST
FINGER STALLS
ON THE MARKET

THESE FINGER STALLS MADE BY US IN
OUR OWN FACTORIES IN LONDON
ARE EASILY THE BEST SELLERS
AND ANSWER EVERY REQUIREMENT.

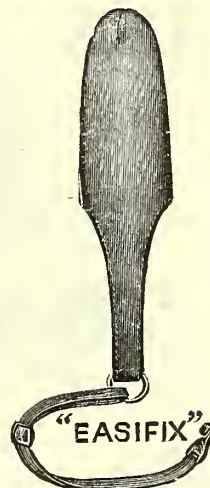
"FOLDO" WITH THE AUTO-
MATIC LACED EXPANDING GRIP FOR
BANDAGED FINGERS

"EASIFIX" WITH THE INSTANT-
ANEOUS SELF-ADJUSTING FASTENER

BEWARE OF INFERIOR SUBSTITUTES

SOLPORT
BROTHERS LIMITED

184-192 GOSWELL ROAD, LONDON, E.C.1



D498

RETAIL

6d.

EACH

PER

3/6 DOZEN



THE

**FIRST BOTTLE SELLS
MANY MORE!**

The first bottle of this hair-dye sold over
your counter is the forerunner of many
more; and means that you have gained
another consistent customer. Recommend
Nuctone to your customer—sell it with the
same confidence that you would a shampoo
—Nuctone has made hair-dye sales safe.

Order from your Usual Wholesaler

Nuctone
SAFE FOR GREY HAIR

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

**BEST
BRITISH
BRUSHES**

Please write for full Particulars to:
75 FARRINGTON ROAD, E.C.1

Your Customers' Hair needs
SILKODONO YOUR
PROFIT
80%

There is no preparation on the
market to beat **SILKODONO**
for Dandruff, Scalp Irritation,
Falling Hair: **SILKODONO**
greatly encourages the growth
of the Hair, and as for Easy
Setting and Beautifying the
Wave, you need only try it
4/6 and you will never use any-
thing else.

PRICES AND BONUS:
SILKODONO,

1/6 size - 12/- per doz.
2/6 " - 20/- "
4/6 " - 36/- "
2 FREE Bonus with
each dozen.

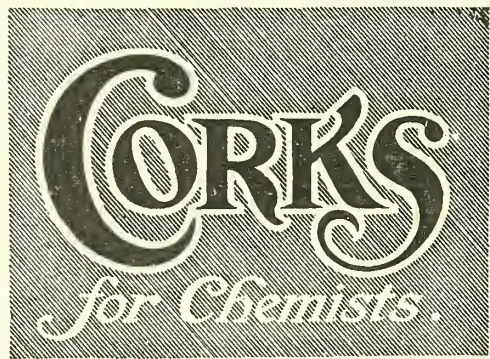
SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1

USE**Sidac****INSOLUBLE****TRANSPARENT PAPER**

WHITE, COLOURED, EMBOSSED, PRINTED

*The Ideal Wrapping for Perfumery
Soaps, Toilet Goods, &c.*EITHER COLOURLESS OR COLOURED TO HARMONISE
WITH GOODS. BAGS OF ALL SIZES AND SHAPES TO ORDER*Samples and Competitive Price from***SIDAC SILVERINE COMPANY****208/210 Tower Bridge Rd., London, S.E.1**

Phone Nos.: Hop 3422, 3423. Telegrams: "Sidacko, Berm, London."

Send us your Enquiries
and compare our prices.*Wholesale and Export.***C. OLLEY & SONS, LTD.**

Established 1844.

Camperdown St. and Gt. Alie St., London, E.1

Tel. No.: Royal 2868. Tel. Ad: "Circumference, Ald, London."

**METALLIC CAPSULES
FOR ALL KINDS OF BOTTLES AND JARS.****The Tonkin Metallic Capsule Co.***Proprietors: C. Olley & Sons, Ltd.*NOW BRITISH MADE
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE

33 BROOKE ST., LONDON, E.C.1 Tel.: Holborn 5090

NURSE HARVEY'S MIXTUREA safe, simple and reliable remedy for Children's
Ailments is advertised so extensively in the
daily and weekly Press as to bring mothers to
the retailer without effort on his part.The selling has been done before the mother
reaches the chemist, and, having supplied her, it
is only common sense to claim she will buy other
family necessities from him. Moreover, the con-
tinuous demand for it produces a quick turnover.*For Direct Terms apply to—***OSCAR SCRUTON & CO., YORK**

LADY GAY

by De Fleury



THIS TREMENDOUS SHILLING SELLER

IS OPENING UP BIG SALES

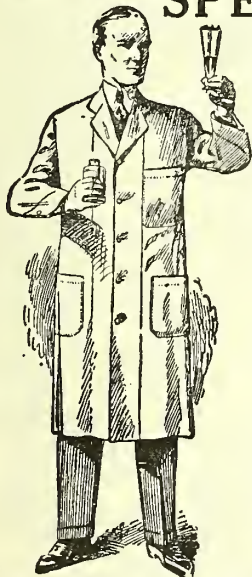
FOR THE De Fleury BIG PROFIT HIGH PRICED CREATIONS

Backed by big Xmas concentrated advertising, the "generous sample of a 3 guinea perfume for 1/-" is "selling like hot cakes." NOW the public is asking for the higher-priced De Fleury Lines which show you big profits. Special display material and literature free.

MAKE A SHOW IN YOUR WINDOW AND LINK UP WITH THE ADVERTISING

Don't Miss it..Write To-day PARFUMERIE DE FLEURY. RAWDON, LEEDS

OVERALL SPECIALISTS



JACKETS, WHITE DRILL

4/6, 5/11, 7/11

" KHAKI DRILL

8/6, 10/6

" BLACK POPLIN

12/6

" GREY

8/6

COATS (Long), WHITE

5/11, 7/6, 9/6, 11/6, 12/6, 14/6

COATS (Long), KHAKI

5/11, 6/11, 8/6, 9/6, 11/6, 13/6

COATS (Long), GREY

7/6, 9/6 11/6

" (Long), BLACK

14/6

DENTISTS' COATS,

WHITE, STAND COLLAR,

BUTTON on SHOULDER

12/6, 14/6, 16/6

SURGEONS' "OPERATING"

COATS, WHITE 12/6, 14/6

Jackets and Coats of very superior

quality. Made from most reliable

materials. Stock sizes 34 to 44 chest.

Special prices for large quantities.

Postage on single garment, 6d.

Orders for 20/- Post Free.

Telephone : Bishopgate 6751

GARDINER

& CO. (The Scotch House), LTD.

1, 3, 5 Commercial Road, LONDON, E.1

1 minute from ALDGATE STATION.

IT WILL PAY YOU TO RECOMMEND THIS SUPERIOR BALLROOM POLISH



Easy to apply

Creates no dust

In tins

with sprinkler tops

IT IS ATTRACTIVELY PACKED: MAKES A GOOD DISPLAY

1/6 Size 12/- doz Also supplied in bulk.

Made only by

GRANVILLE WOOD & Co.

Wholesale and Manufacturing Chemists.

ASCROFT STREET, OLDHAM, LANCs.

3/-

EACH

PATENT
APPLIED FOR

K-D Your medicines, delicate instruments, tools, cigarettes, etc., all can be taken care of by using K-D.

- K-D** Keeps salt and sugar dry
- K-D** Keeps biscuits crisp
- K-D** Keeps jam free from mould
- K-D** Keeps rust from your wireless set, piano, clock, etc., etc.
- K-D** For wardrobe & linen cupboard
- K-D** Detects and corrects damp beds

K-D Lasts for Years!

Obtainable from ALL WHOLESALEERS or from:
Sole Distributors:—**ELMESAN (London) LTD.**
66, Victoria Street, London, S.W.1

Best sellers
The public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:-

GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED

Made by
ZEAL

—the name the
public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



A free Postcard enlargement with each
film developed and six prints.

Tel. No. 226

The "PEERLESS" Water Colour Series

A "Peerless" is a joy supreme
—a reminiscence always
living—a gift divine.

For prices and specimens apply:—

The 'Owl' Advertising and
Photographic Service, Louth.



Competition does
Not make him blink

THE BIG SIX SELLING LINES

SCOT TISSUE—an extremely soft, pure, white absorbent Toilet Roll.

1000 sheets to the Roll.
5/6 per dozen carriage paid.

WALDORF—a soft and absorbent Roll.
Trade price 3/6 dozen, carr. paid.

SAMPLES ON REQUEST.

THE T. P. COMPANY, 5/7 Kingsland Rd., E.2
Clerkenwell 8951.



FREE 1/2-doz. 1/- Veldt Cream

WITH EACH ORDER VALUE £2
(INCLUDING SOAP)

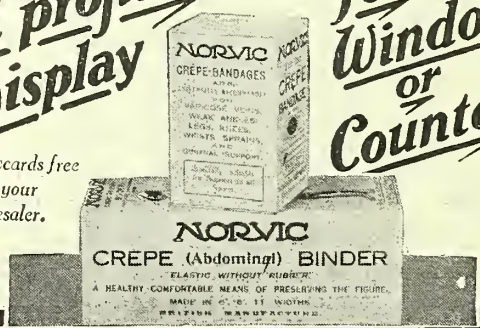
Example—12 doz. 5d. "Veldt"
Cream costs 40/-, with Bonus
Yields 66/-, i.e., approximately
40% on

turnover.

"Veldt Cream"
GOOD SHOW MATERIAL
WELL & CONSISTENTLY
—ADVERTISED—
Write for
Particulars to
VELDT LABORATORY
Springfield, Upper Clapton, LONDON, E.5

★
**a profitable
Display** **for
Window
or
Counter**

Showcards free
from your
wholesaler.



PHARMACEUTICAL

W **HIGHEST**

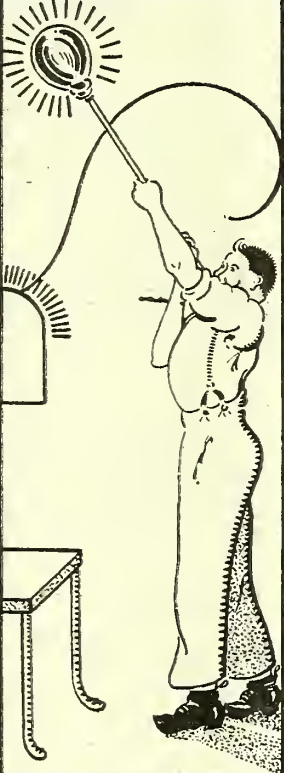
DISPENSING
BOTTLES
CHEMISTS
ROUNDS
FEEDING
BOTTLES
FOXHOLE
BOTTLES
EYEBATHS

SPRINKLER
BOTTLES
OPAL AND
FROSTED
GLASSWARE

QUALITY

GLASSWARE

K. GRAHAM



DESIGNERS & MANUFACTURERS
OF GLASSWARE FOR PERFUMES
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.
LIMITED**

(ESTABLISHED 1836)

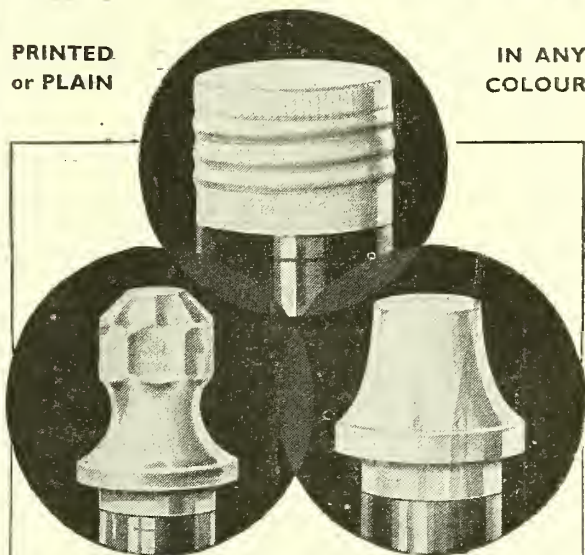
BARNLEY . . . ENGLAND

VISKAP

SELF-FIXING
BOTTLE CAPS

PRINTED
or PLAIN

IN ANY
COLOUR



PROTECTION

first, last and all the time is definitely assured when your product is sealed with a Viskap. Place a wet Viskap in position—let it dry—seals as it shrinks. Perfectly hygienic. Entirely British.

ALSO

MOULDINGS

OF ALL DESCRIPTIONS

FROM

Bakelite & Similar Materials

Send us your enquiries.

We have a reputation of many years of service and quality to keep up and are anxious to help you.

LET US ADVISE AND QUOTE YOU

**VISCOSE DEVELOPMENT CO., LTD.,
WOLDHAM ROAD, BROMLEY, KENT**

Telephone: Ravensbourne 4561

THE CHEMIST'S COMPACT LIBRARY

Every Book by an Expert

Pharmaceutical Formulas

(P.F. Vol. 1)

The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States and several other pharmacopœias; (2) unofficial formulas from hospital pharmacopœias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from *The Chemist and Druggist* Diaries; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data—e.g., a solubility table and chart. This volume contains 1146 pages.

Price 15s., by post 15s. 9d.

Pharmaceutical Botany

An attractively written book, dealing with the plants mentioned in the examination syllabus of the various pharmaceutical examining bodies. Botanical terms which at first sight are forbidding in appearance are explained so that the meaning is made crystal clear. A useful gift for apprentices and assistants who have not passed the qualifying examinations.

Price 5s., by post 5s. 4d.

The Art of Dispensing

The tenth edition of this well-known work is now ready. The book has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. It is kept by chemists in the dispensary for ready reference in cases of difficulties arising in the course of the day's work.

Price 8s., by post 8s. 6d.

Veterinary Counter Practice

Chemists interested in veterinary practice will find the work indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition 1930 (Eighth) brings this book thoroughly up to date.

Price 7s. 6d. net, by post 8s.

The Photographic Chemist

This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in *The Chemist and Druggist* Diary, 1926, with additional chapters and formulas.

Price 3s. 6d., by post 3s. 8d.

Diseases and Remedies

Now in its sixth edition (March 1931). It has been carefully revised by an experienced medical practitioner and parts of the book have been rewritten.

Price 5s., by post 5s. 3d.

Wootton's Chronicles of Pharmacy

In two vols., maroon cloth, comprising 770 pages.

Price 10s. 6d. net, by post 11s. 3d.

Practical Methods of Urine Analysis

This department of chemistry is one which those behind the drug counter can profitably cultivate. The object of this book is to give chemists exactly the information they want on the subject. The book is written by a working pharmacist who is expert in the subject, and has been revised by a M.B., Lond. (Third Edition.)

Price 3s. 6d. net, by post 3s. 8d.

The Chemists' Dictionary of Medical Terms and Treatment

A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on the treatment of the more important ailments.

Price 3s. 6d., by post 3s. 8d.

The C. & D. Price List Formulary, "P.L.F."

All users of the C. & D. Retail and Dispensing Price List require a copy of this Formulary. It brings together the formulas for unofficial preparations, the prices of which are quoted in the Price List. It is a choice collection of good formulas for articles in everyday request by the public.

Price 2s. 6d. post free.

Provincial Hospital Pharmacopœias

Uniform with the "Chemists' Dictionary," contains 296 pages and consists of formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London district.

Price 3s. net, by post 3s. 2d.

FOREIGN CORRESPONDENTS ARE REQUESTED TO NOTE THAT THE POSTAGE IS 2d. EXTRA FOR EACH BOOK.

May be obtained at the published prices from the Wholesale Drug or Sundries House or from :—
THE CHEMIST AND DRUGGIST, 28 ESSEX STREET, STRAND,
LONDON, W.C.2

Branch Offices : Melbourne and Sydney, Australia; Auckland, New Zealand;
Manchester : 49 County Buildings; Sheffield : 54 Foster's Buildings.
Glasgow : 19 Waterloo Street.

Announcing



THE STRIKING NEW PACKING OF

EX-LAX[®] BRAND

CHOCOLATE LAXATIVE

A striking new box has been designed for 'Ex-Lax,' and before long, this chocolate laxative will be appearing in its new container. The attractive colour-scheme of this packing is excellent for display purposes.

AN EMPIRE PRODUCT

'Ex-Lax' is being made in our laboratories at Montreal, Canada, and packed under ideal conditions at Slough.

INTENSIVE ADVERTISING

The first 'Ex-Lax' advertisements (*some of which are reproduced here*) have already appeared in the London Evening Papers. Further compelling announcements will appear every few days, creating and maintaining a brisk demand for 'Ex-Lax.'

MORE HOME SAMPLING

We have already done extensive sampling in the London area and intend increasing this effective advertising distribution.

NEW TERMS AND BONUS

If you have not already received the circular letter which has been sent to chemists, with our new price list and particulars of new bonus terms, please send a postcard to Ex-Lax Ltd., Slough, Bucks.

...and a special
DOUBLE BONUS
for 14 days only!

Ex-Lax Ltd.,
Slough,
Bucks.

Particulars of an additional double bonus display offer, available for a period of only 14 days, will also be sent on receipt of your postcard.



LENS CLEANERS A CHEAP AND EFFECTIVE ADVERTISEMENT FOR YOU

A Superior Velvet Pile

The "OPTREX" Lens Cleaner



**DON'T
THROW AWAY
THE
BROKEN PIECES.**

We are Experts in all Lens Work,
and can replace exactly.

We are also Sight Testing Experts.

(Name and Address here)

Design No. 1.

British Made

Polishing Cloth

**THE "OPTREX"
VELVET PILE CLEANER**

Size 4 x 4. Nine Different Designs.

EITHER OF ABOVE CAN BE PRINTED PLAIN WITHOUT DESIGN IF REQUIRED.

WRITE FOR BOOKLET WITH SAMPLES AND DESIGNS. Also Catalogues of Frames,
Sight-Testing Appliances, Barometers and Thermometers, &c., &c. **R WORK and ALL
J. C. Q. O. FRAMES SUPPLIED FROM STOCK.**

Telephone and Extensions :
Central 541.

ESTABLISHED 1889.

JOHN BAIRD & SONS

**WHOLESALE & MANUFACTURING OPTICIANS
70 Mitchell Street - - GLASGOW, C.I**

Telegrams & Cables :
"Spectacles, Glasgow."
A B C Code.

THE "CLEARSIGHT" LENS CLEANER.



WE HOLD THE HIGHEST DIPLOMAS
OF THE
BRITISH OPTICAL ASSOCIATION
FOR SIGHT TESTING AND
FITTING OF GLASSES FOR CHILD OR ADULT.

With Compliments from

(Name and Address here)

Design No. 3.

Keeps Lenses Clean. Prevents Steaming.

**THE
"CLEARSIGHT" ANTI-STEAMING CLEANER**

2 Sizes, $4\frac{1}{2} \times 3\frac{1}{2}$ and 5×4 Nine Designs.

DRUMMER DYES

are constantly in great
demand by women
who realise the advant-
ages of home-dyeing

It pays you well to
stock and display
DRUMMER DYES

safe
easy

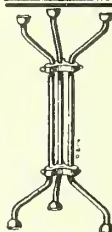


and
sure

EDGE'S

BOLTON

CHROMIUM PLATED DISPLAY FITTINGS—



No. CD/SF5116^c
**Metal Display
Tripods with
Rubber Buffers
top and bottom.
CHROMIUM
PLATED
finish**

9 in. 2/9 each 15 in. 4/9 each
12 in. 3/9 " 18 in. 5/9 "

Send for a copy of our full list of Shopfittings No CD 1360 free.

DUDLEY & CO. LTD., 451 Holloway Road, LONDON, N.7
City Showrooms: 65-66 Fove Street, E.C.

Modern Display needs
Black Glass Ovals



No. CD/SF 5131 Black Glass Ovals.
Rounded and Polished edges.

Stocked in 3 sizes only:

$14\frac{1}{2} \times 10$ in. - - 4/- each
 18×12 in. - - 5/9 "
 20×16 in. - - 7/6 "

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the
practical work is a distinctive feature. Students can
avail themselves of the practical classes held dur-
ing examination times when they are in London.

Expert Tuition for the **SIGHT-TESTING DIPLOMAS** of the Worsh-
ful Company of Spectacle Makers (F.S.M.C.); the British Optical
Association (F.B.O.A.); the National Association of Opticians
(F.N.A.O.); or the College of Optics (F.C.O.)

Write for full particulars—

C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.

DISTILLED WATER

Stokes Automatic Water Stills

Operated by Steam, Gas, Electricity or Paraffin.

By arrangement with Messrs. Stokes all types of Stokes Automatic Water Stills are now made by us in this country.

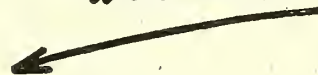
Stokes Automatic Water Stills are used throughout the country in Factories, Colleges, Technical Schools, Laboratories, Hospitals and Battery Service Stations, and by Manufacturing Chemists, Pharmacists, etc.

An illustrated booklet will be sent FREE on receipt of postcard. This gives full particulars, with prices, of all types of Stokes Water Stills capable of producing from 3 pints up to 80 gallons of distilled water per hour.

**THE MOST ECONOMICAL
AND EFFICIENT STILLS
EVER DESIGNED**

Now All British

*Send a postcard
NOW for this Free
Booklet*



**THOMPSON & CAPPER WHOLESALE LTD.
MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL**

PAM sanitary PADS

PAM Compressed, Standard, Soluble. Obtainable from your Wholesaler. Get Bonus Parcel Now.
PAM Manufacturing Co., Ltd., 10 Kingly Street, Regent Street, London, W.1

FINEST PURE LOFOTEN

COD LIVER OIL



SOLE AGENTS FOR U.K. (EXCEPTING SCOTLAND)

Freudentheil, Smith & Co.

21 MINCING LANE, LONDON, E.C.3

Tel. Add.: "Freudenruf"

Tel. No.: Royal 6500

BRÖDR AARSÆTHER A/S AALESUND, NORWAY

VETERINARY
COD LIVER OIL
A SPECIALITY

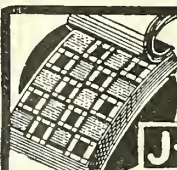
STOCKS HELD IN LONDON

AGENT FOR SCOTLAND: ANDREW STEVEN & SON, GLASGOW

COMPOUND ESSENCE for EAU de COLOGNE LUX

Prepare high class Eau de Cologne With
ESSENCE COMP. pour EAU DE COLOGNE LUX "ESPERIS".
From The Fresh & Best Italian Oils
One dose per pint: - 100 Grs. for s.12 Postfree

ESPERIS - Via Bollo, 4 - MILAN (ITALY)



WINDOW DRESSING PAPERS

AN ENTIRELY NEW RANGE JUST ISSUED:
SEND for SET N°742 AT ONCE.
POST FREE

J.C. KING LTD 42-60, GOSWELL RD
LONDON E.C.1

IONIZED IODINE

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

MOLSON IONIZED IODINE CO. Ltd.

34 C, GABRIEL'S HILL, MAIDSTONE

THE "SAFEGUARD" BRAND OF RUBBER GOODS

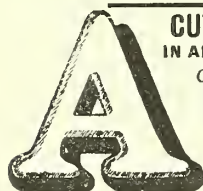
Are SUPPLIED to CHEMISTS & DRUGGISTS ONLY
FINEST QUALITY. HYGIENIC PACKING

Write for Samples and Prices.

BURGE, WARREN & RIDGLEY, LTD.

91/92 GREAT SAFFRON HILL, E.C.1

Phone: Holborn 0050. Telegrams: Druggund Smith, London.



CUT OUT thick cardboard LETTERS
IN ANY COLOUR. SIZE 1" FOR NOTICES, etc.

Can be fixed 100 for 2/- Send for Samples
anywhere for and Price Lists

Dept. B, **ALLAN MANUFACTURING CO. LTD.**
37 Farringdon Street, E.C.1.

Makers of DAYLIGHT (SUNGLO), ELECTRIC and
High-Class Signs of all types

CHEMISTS' FITTINGS OF EVERY DESCRIPTION. NEW AND SECONDHAND.

F. MAUND & E. BERG (SHOWCASES) LTD.,
175/9 and 336 OLD STREET, LONDON, E.C.1



SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised
and stocked by all Wholesale Houses.
Trial size 8d. per doz. --- 6/-
1/4 size, per doz. --- 12/-
2/6 size, per doz. --- 24/-
2/1 size, per doz. --- 36/-

The **SHADEINE Co.**, 58 Westbourne Grove, London, W.2

Cachet machines

CLOSING
and
FILLING

4/6 to 52/6

to suit all Dispensing Requirements.

WRITE FOR ILLUSTRATED LIST.

THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.

TAPERED, PYRAMID, DOMED AND FLANGE CORKS

COMPOSITION AND BAKELITE STOPPERS

THE MOST COMPETITIVE MANUFACTURERS IN
THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.

12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams: MUNDETCOMP, BERM, LONDON

Telephone: HOP 2685 & 3979

ZULO CARBOY HAMPERS

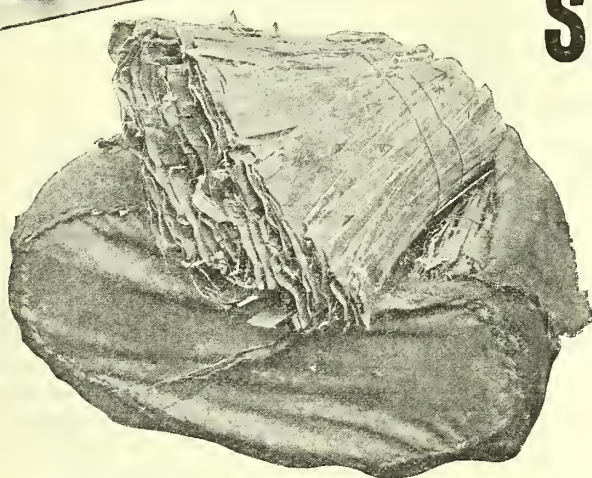
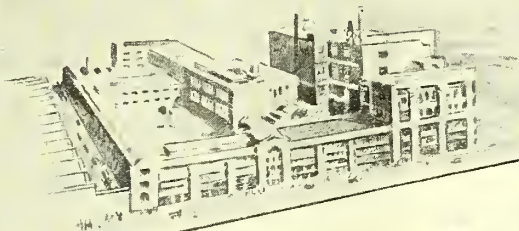


**GLASS CARBOYS
DEMIJOHNS
WINCHESTERS
CARBOY TILTERS**

R. & H. LEIGH & SONS LTD.
--- BOLTON ---

Potter & Clarke

LIMITED

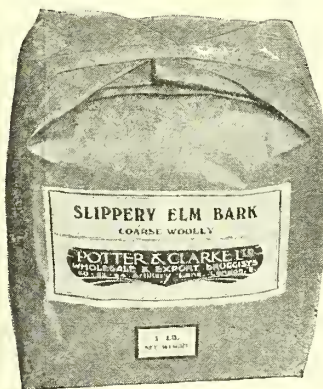
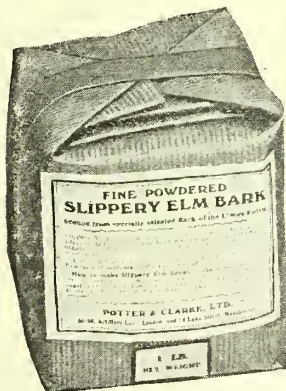


SLIPPERY ELM BARK

(ULMUS FULVA)

AND
ALL GRADES OF
POWDER
GROUND IN OUR OWN
MILLS

An original bale of finest slab Slippery Elm



*Samples and
Prices on
application.*



Phones: **Bishopsgate** 4761, (5 LINES) **Horehound** Grams: 'Phone, London

60-64 ARTILLERY LANE, LONDON, E.1.
MANCHESTER: 24 Luna St., Gt. ANCOATS.



Order from
JAMES WOOLLEY,
 Sons & Co., Ltd. USED by Silversmiths to preserve the beauty
 of their own wares, it is SOLD by the lead-
 ing hardware Stores in the country and is
AYRTON, SAUNDERS & Co., Ltd. ASKED for by housewives everywhere.
 Liverpool It has no rival for cleaning Gold, Silver
 and Electro Plate and is advertised
 continuously in the National Daily
 Newspapers and Women's Journals.
BROOKS & Warburton, Ltd. Stockists don't have to SELL
 "Town Talk"—they are
 asked for it.
GOODALL, BACKHOUSE & Co., Leeds
MAY, ROBERTS & Co.
 Ltd., London Link up with our energetic
 Sales Service.
 or direct from the sole makers.
 Terms and samples from:—

TOWN TALK POLISH CO., MANCHESTER

ESTD
1817

SPECIALISTS
WILKINSON'S

PHARMACISTS'
PRINTING.

*We quote, and are quoted,
 for Excellent Workmanship.*

JAMES F. WILKINSON,
PENDLETON, MANCHESTER.

LET YOUR RODINE SALES RISE

A Chemist in Warminster writes:—

"OCTOBER 22nd, 1932. We should be pleased if you would send on a good supply of Show Material to enable us to make a large display during Rat Week, 1932.

We intend to devote a full front window to Rodine, as we know we shall get really good results. Rodine sells better than ever it did; we are having record sales and we still intend to do better. Kindly include a supply of circulars as per sample received a few days ago."

Show material will be sent you on request by the Proprietor:—
T. Harley, M.P.S., Rodine Works, PERTH, Scotland.

MAKE A WINDOW SHOW OF RODINE

WESTMINSTER COLLEGE OF PHARMACY

190 Clapham Road, London, S.W.9

Founder:

Principal:

G. S. V. WILLS, Ph.C.

P. H. WOODNOTH, Ph.C., F.C.S.

Next Term Commences January 4th.

P.S. Examination—3 and 6 months' courses.

C. and D. Examination—3 months' course.

Preliminary Instruction by Post is available for all Students who propose to attend the Day Classes

Full details and prospectus may be obtained from the Secretary

*Xmas Window
 Posters, Showcards,
 & Window Decorations*

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.D. 1380, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

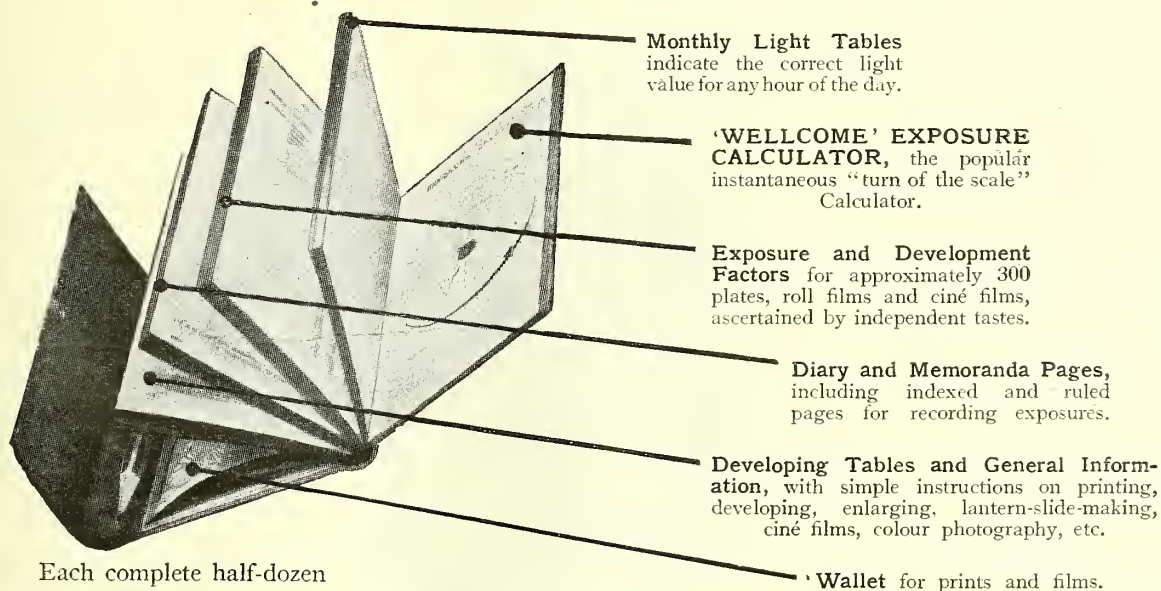
DUDLEY & CO. LTD. 451 HOLLOWAY RD.
 LONDON, N.7.

City Showrooms—65-66 FORD STREET, E.C.

'WELLCOME'

PHOTOGRAPHIC EXPOSURE CALCULATOR HANDBOOK AND DIARY

Important features which facilitate sales of the
1933 edition



Each complete half-dozen
is now supplied in an
attractive display outer of
yellow card, printed in
red and green.

... The ideal Gift for
the keen photographer
... *Worth a prominent place
in your Xmas display*

Price in London to the
trade, 16/4 per dozen
(subject)

Better than a Christmas Card, because of its
"all the year round" interest.

More acceptable than an ordinary diary, because of
its wealth of photographic information.



BURROUGHS WELLCOME & CO.
LONDON



THE BRITISH DRUG HOUSES LTD.

BUY BRITISH!



IDEAL WARMING LINIMENT

A non-greasy preparation, the stimulating action of which is obtained by simple application to the affected part, without friction.

In 3-oz. bottles, attractively labelled and cartoned, as illustrated.

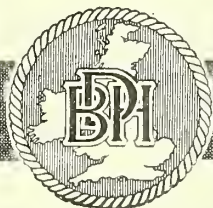
In great demand at this time of the year.

P.A.T.A. PRICES—Retail, 1/6 ; 11/- per dozen, net.

Showcard available.

Special terms for quantity with display.

GRAHAM ST.



LONDON N.I.

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London"

Telephone: Central 6565 (8 lines)

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)
99 QUEEN STREET, MELBOURNE, AUSTRALIA

VOL. 117. NO. 2756

CONTENTS

DECEMBER 3, 1932

	PAGE
Association Meetings	658
Behind the Counter	674
Births	676
Business Changes	665
C. & D. Retail Price List	679
Coming Events	663
Corner for Students	686
Correspondence:—	
Letters	691
Subscribers' Symposium	692
Miscellaneous Inquiries	692

	PAGE
Dead Stock	686
Deaths	676
Dominant Eye	684
Dublin Pharmacies	670
Editorial Article:— The Goodwill of a Business	679
Festivities	668
General Medical Council	667
Information Department	678
Irish Notes	662
Legal Reports	664

	PAGE
National Pharmaceutical Union	666
New Companies and Company News	664
News of the Week	661
Osmo-Kaolin	672
Personalities	676
Pharmaceutical Society of Great Britain:— B.P. Lectures	680
Diploma Course	680
Edinburgh Evening Meeting	680
Branch Meetings	681

	PAGE
Perfuming Industrial Spirits	685
Planning Income and Expenditure	675
Polishes	682
Retailing	670
Retrospect	692
Scottish Notes	663
Topical Reflections	663
Trade Marks	690
Trade Notes	677
Trade Report	687
Westminster Windsor	667
Wills	665

News of the Week

Dyestuffs (Import Regulations) Act, 1920

The Dyestuffs Industry Development Committee in their third report, issued this week by H.M. Stationery Office, Kingsway, London, W.C. (price 9d.), make the following recommendations:—

- (1) The Dyestuffs (Import Regulation) Act, 1920, to be continued on its present basis for a period of three years.
- (2) Arrangements should be made for example by an alteration in the method of taxation of motor spirit whereby British dyemakers should be able to obtain their supplies of benzol, toluol and xylol at prices corresponding to those paid by their foreign competitors.

The Expiring Laws Continuance Bill, 1932, provides for the continuance of the Dyestuffs (Import Regulation) Act, 1920, until December 31, 1933.

Import Duties Advisory Committee

The Import Duties Advisory Committee give notice that they have under consideration applications for increased import duties on the following:—Linseed oil, peat products.

Any representations which interested parties desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, London, S.W.1, not later than December 19, 1932. The Committee further announce that they have decided not to make any recommendation in respect of the application previously advertised for the imposition of increased duties on common salt.

Chemists' Mutual Insurance Co., Ltd.

The tenth annual meeting of the Chemists' Mutual Insurance Co., Ltd., was held at 4 and 5 Queen Square, London, W.C.1, on November 22. In the absence of

the chairman of the board of directors (Mr. F. D. Phillips) Mr. P. F. Rowsell was elected chairman of the meeting. Mr. Rowsell referred sympathetically to the illness of Mr. Phillips, and was glad to say that the latest report was very satisfactory. The chairman introduced the directors' report and accounts for the past year. He thought the members would agree that the progress during the year was eminently satisfactory, and they could congratulate themselves on the very sound position now held by the company. He could not understand why any chemist should choose to insure elsewhere when his own company could save him 20 per cent. in premiums besides other advantages not obtainable from other offices. He formally moved the adoption of the report, together with the balance sheet, accounts and auditors' report. This was seconded by Mr. Thomas Hardy and carried unanimously. The retiring directors were re-elected, and Messrs. West and Drake were reappointed auditors.

Birmingham

Local traders are complaining of the excessive noise caused by motor traffic, especially in the narrow thoroughfares.

The report of the city analyst (Mr. H. H. Bagnall, B.Sc., F.I.C.) for the third quarter of 1932 states that 1,206 samples were submitted. The only incorrect sample, as far as the drug trade is concerned, appears to have been a seidlitz powder which contained in the white paper only 2.16 gm. of tartaric acid; a second sample from the same source was genuine.

Manchester

At a recent meeting of the Manchester Insurance Committee, Mr. Walter Davies was again elected chairman, and as he has held this position since the formation of this Committee he now enters upon his twenty-first year of office.

The Manchester Amateur Photographic Society opened their forty-seventh annual exhibition at the Social Club Buildings in Lower Mosley Street on November 26.

Sheffield

Dr. W. P. Wynne has been appointed Emeritus Professor under the Faculty of Pure Science at Sheffield University. Professor Wynne was at one time on the staff of the Pharmaceutical Society in London.

Councillor W. J. Hunter, president of the Sheffield Publicity Club, in an address to the members recently, said he thought gift coupons were an insidious form of advertising and detrimental to the legitimate business of tradesmen.

Miscellaneous

INQUEST.—The Paddington (London) coroner held an inquest, on November 24, on the body of Miss Irene L. Aldridge, Bedford Gardens, W. It was stated in evidence that the deceased had suffered from rheumatoid arthritis for about twenty years, and was practically helpless. On the day of her death she said she had taken 200 aspirin tablets. A verdict of "Suicide whilst of unsound mind" was recorded.

DANGEROUS DRUGS ACTS.—At Thames Police Court, London, on November 28, Ali Meah, described as an Indian quartermaster, was fined £5 and £20 respectively on two charges connected with smuggling Indian hemp, with 10s. 6d. costs.—At Bow Street Police Court, on November 29, William McDonald (67), engineer, was sentenced to twelve months' imprisonment for being in unlawful possession of 7½ oz. of cocaine hydrochloride.

NORTHAMPTON POLYTECHNIC INSTITUTE.—The extension of the Northampton Polytechnic Institute, London, E.C.1, is being opened by Prince George on December 2. The extension occupies part of a site, with street frontage on three sides, facing the main Polytechnic building. It has been designed to accommodate chemistry, watch- and clock-making, furriery, lens and automobile laboratories, while several lecture rooms and classrooms are available for general use.

MEDICAL REGISTER.—We are reminded by the registrar of the General Medical Council, 44 Hallam Street, London, W.1, that the Council publishes an office edition of the Medical Register, printed on inexpensive paper and bound in boards, but containing precisely the same names and lists as the more expensive edition. It is issued from the office at a special charge of 10s. post free, but no copies can be supplied unless they are ordered and paid for before December 31. The Council also issues each month a list of additions to and deletions from the Register, the charge for which will be furnished upon application.

BRITISH INDUSTRIES FAIR, 1933.—It is officially stated that, while exhibitors' season tickets will be replaced by badges for which a charge of 2s. each will be made, special assistants' season tickets will, however, continue to be issued, free of charge, for the use of junior assistants on exhibitors' stands. The free passes issued for junior assistants will be restricted in use, being only available for admission by the main entrances to the Fair buildings in London before 9.30 a.m. each day. The reduced fare railway voucher for buyers which has hitherto, at the request of the railway companies, been issued only by the Department, will now be available for distribution by exhibitors direct to their customers. A nominal charge of 2s. 6d. per 100 copies, to cover the cost of printing and distribution, will be made by the Department of Overseas Trade to exhibitors requiring supplies of the voucher. Forms on which exhibitors' applications for such vouchers must be made will be issued shortly.

IN THE COURTS.—At Stratford (Essex) Police Court, on November 23, William Taylor, Windsor Road, Ilford, and Harold Fulcher, Dagenham, were each fined 40s. for having sold as malt vinegar a vinegar not made from malt.—At Darlington, on November 24, Rodwell Harrison, grocer, was summoned for having sold a patent medicine without having a licence. When the case was called the court sergeant stated that a tele-

phone message had been received withdrawing the summons. Mr. E. H. Freeman, who appeared for Harrison, said his client admitted having sold the medicine after his licence had expired. The following day he sent money for a new licence, and received a reply asking for 5s. "as a mitigating penalty." If that were paid, it was stated, no further proceedings would be taken. The magistrates ordered the Customs and Excise authorities to pay 21s. costs.—In Shoreditch County Court, London, on November 24, Arthur Jayes, Myddleton Street, E.2, was awarded £100 in a Workmen's Compensation Act claim against John H. Smith, trading as George Wheate, cardboard-box manufacturer, Cropley Street, N.1.

Irish Notes

Irish Chemists' Golfing Society

The annual meeting of the Irish Chemists' Golfing Society was held at Wynn's Hotel, Dublin, recently, Mr. D. J. Nugent, and subsequently Mr. R. Bates (captain), presiding. There was a representative attendance of members from various parts of the Free State. Mr. James Ryan (secretary) and Mr. J. J. Roche (treasurer) submitted their reports, both of which showed the Society to be in a healthy and progressive state; the reports were adopted. The election of officers for the coming year resulted as follows:—*Captain*, Mr. J. J. Roche; *Treasurer*, Mr. Bates; *Secretary* (re-elected), Mr. J. Ryan. The new captain, returning thanks for his election, paid a tribute to the work done for the Society by Mr. Bates. Plans for the coming year's programme were discussed, and it was tentatively decided to hold a series of competitions in each of the provinces, the finals for each centre to be played off at the annual tournament to be held next May at the Sligo Golf Club's course at Rosses Point. Mr. T. Toher (Sligo), a past-president of the Sligo Club, who was present at the meeting, said there would be a warm welcome for the Irish chemists when they came to Sligo. The question of the game between the chemists of the north and the south for the B.D.H. annual challenge trophy was also under discussion; it was mentioned that this game would be played at Baltray, co. Louth. On the motion of Mr. Bates, seconded by Dr. M. L. Ryan, a hearty vote of thanks to the wholesale houses who presented prizes to the Society for competition during the past season was passed. The thanks of the Society was also tendered to the retiring officers. At the conclusion of the ordinary business it was agreed that the Society should hold a dance in Dublin early in the New Year.

Brevities

Sir Thomas McMullan (a member of the Council of the Pharmaceutical Society of Northern Ireland) was foreman of the Grand Jury at the opening of the November Commission for Belfast.

At the annual meeting of the Senate of Queen's University, Belfast, on November 23, the recommendation of the Academic Council that Mr. T. E. Wallis, B.Sc., F.I.C., Ph.C., be appointed an examiner in pharmacy and pharmacognosy in the Faculty of Applied Science and Technology was adopted.

At a recent meeting of the Londonderry Education Committee it was suggested that the cod-liver oil scheme would be more effective if brought into operation in the early part of October instead of in November. A tender for 810 bottles of cod-liver oil, which had been accepted by a subcommittee, was confirmed, subject to the stipulation that the oil should be of British manufacture.

Financial resolutions which came into force in the Irish Free State on November 23 impose import duties on egg in shell (12s. per 120, with preferential duty 8s. per 120) and on the following:—(a) Liquid eggs, including liquid albumen and liquid yolk of egg; (b) frozen eggs not in shell, including frozen egg albumen and frozen yolk of egg; (c) dried eggs, including dried egg albumen; (d) egg powders and egg substitutes, whether containing or not containing eggs; (e) egg yolk paste (60s. per cwt., with preferential duty 45s. per cwt.).

Scottish Notes

Brevities

Only slight damage is reported from a fire which broke out at the works of Mr. Thomas Harley, manufacturing chemist, Perth, on November 24.

The balance sheets of the Northern Co-operative Society, Ltd., Aberdeen, for the two half-yearly periods ending February 29 and August 31 respectively, show that the total turnover of the drug department for the twelve months was £32,552 9s. 8½d.

The final tie in the foursome competition of the Edinburgh Pharmacy Golf Club for possession of the T. & H. Smith challenge trophy was played over Broomieknowe Course recently, the winners being Messrs. W. H. Chambers and W. A. M. Hourston, who defeated their opponents, Messrs. J. P. Gibb and John Noble, by 3 and 2.

In a recent issue of a well-known daily newspaper the following statement is attributed to an official of Dundee Technical College:—"There is little scope for qualified chemists in Scotland. The majority of Scottish businesses are small, and are conducted personally by the proprietor. There is considerable scope for the qualified chemist, however, in England and abroad."

Glasgow

A successful shopping week was recently organised by the shopkeepers of Rutherglen, Glasgow.

The inception of the hospital system in Glasgow was recalled by the Rev. Dr. Lauchlan MacLean Watt in a sermon on Hospital Sunday.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Tuesday, December 6

Pharmaceutical Society of Great Britain, South-East Metropolitan Branch, Maitland House, Greenwich, at 8.45 p.m. Mr. F. J. Dyer, B.Sc., A.I.C., Ph.C. (Society's Pharmacological Laboratories), on "Biological Aspects of the New Pharmacopoeia."

Wednesday, December 7

Liverpool Chemists' Association and Liverpool and District Branch of the Pharmaceutical Society, Royal Institution, Colquitt Street, at 8 p.m. Mr. T. Edward Lescher, O.B.E., on "The Drift of the Times and Pharmacy."

Manchester Pharmaceutical Association, Junior Branch, Piccadilly Cinema Dance Salon, from 8 p.m. to 1 a.m. Carnival dance. Tickets, 3s. 6d. each, from the junior secretary, Mr. R. B. Maskell, 122 Great Clowes Street, Lower Broughton.

Pharmaceutical Society of Great Britain, Bath and District Branch, Old Red House, New Bond Street, Bath, at 8 p.m. Mr. D. J. Williams, B.Sc., Ph.C., on "Developments in Scientific Knowledge and their Effects on the B.P., 1932."

South of England College of Pharmacy, Sports and Social Club, Winter Gardens Ballroom, Clapham, from 7.30 p.m. to 11.30 p.m. Social and dance. Tickets, 2s. each, from the secretary, South of England College of Pharmacy, 186 Clapham Road, London, S.W.9.

Thursday, December 8

Pharmaceutical Society of Great Britain, Cheltenham and District Branch, Town Hall, Cheltenham, from 8.30 p.m. until 2 a.m. Annual ball in aid of the Benevolent Fund. Tickets, 5s. 6d. each, from the dance secretary, c/o Beetham & Son, Imperial Lane.

Topical Reflections

By Xrayser

Clause 4 (4)

of the insurance chemists' terms of service continues to receive encouraging support from insurance committees, and I have been interested to read the reports of discussions such as that which took place at Blackburn recently (*C. & D.*, November 26, p. 636). Needless to say, opposition to retention of the clause is keen in Lancashire, where the co-operative movement has so strong a hold. Apparently, co-operative societies wish to be free to do as they like in the matter of the prices they charge for all goods supplied, as witness the remarks of one of the speakers at Blackburn, who insisted that the existing Regulations were likely to hamper and restrict competitive trading. But the dispensing of medicines for insured persons, equally with that supplied to private patients, ought not to be regarded as a trading operation; neither should it be the subject of price competition—or, to call it by its proper name, "Price cutting." Parliament has wisely decided that there shall be fixed rates of payment for medicines supplied to insured persons and for service rendered in preparing those medicines. Such being the case, it seems the extreme of foolishness to deviate from the principle of equalised payments by sanctioning allowances either in cash or kind from the fixed rates.

Insured Persons

pay, and have paid for them, certain moneys which are allowed to accumulate in a general fund for their benefit in case of need. In one way or another most of them probably reap the entire benefit of what is paid in their names, while some receive benefits which greatly exceed in value their individual contributions. But, assuming that an insured person who finds it necessary to take advantage of medical benefit is only "getting his own back" when he presents a prescription written by an insurance

doctor to an insurance chemist and receives suitable medicine in return, the point remains that he has subscribed to a general fund from which he is not entitled to expect to gain any pecuniary benefit. Allowance of a gift or reward would be in the nature of discount, which should strictly be credited to the insurance committee directly interested. Regarded from the chemist's point of view there is no margin for making any allowance involving reduction in payment. [The subclause is retained by the Ministry (see p. 666).—EDITOR.]

It Was,

it seems, but a very few years ago that Herman Melville's "Moby Dick on the Whale" was comparatively neglected. Now it is generally recognised as one of the classics of American literature. The preliminary "Extracts" taken by the author from various writers from the time of the Book of Genesis down to Darwin's "Voyage of a Naturalist" form a curious and interesting collection with which should be read the chapter "Of the Monstrous Pictures of Whales." Of the two whales Melville writes thus:—"Here, now, are two great whales, laying their heads together; let us join them, and lay together our own. Of the grand order of folio leviathans, the Sperm Whale and the Right Whale are by far the most noteworthy." He describes their heads at length because "the external difference between them is mainly observable in their heads." The chapter on "The Try-Works" is particularly interesting as a description of the old method of extracting the oil on the ship. As for the manner of Melville's account we may take the preparation of the blubber:—"That consists in mincing the blubber for the pots; an operation which is conducted [by the mincer] at a curious wooden horse—with a capacious tube into which the minced pieces drop fast as the sheets from a rapt orator's desk."

Legal Reports

Wharf Damaged.—In Shoreditch County Court, London, on November 29, Sternol, Ltd., Finsbury Square, E.C., sued the Free Trade Wharf Co., Ltd., Broad Street, E., and James W. Cook & Co., Ltd., Minorities, E. The claim was in connection with the carriage from Hull of forty-eight barrels of castor oil and five tons of cod-liver oil, and the amount claimed was £32. Mr. John Busse appeared for the plaintiffs and Mr. G. St. Clair Pilcher for both defendants. Mr. Busse said the plaintiffs owned the Grosvenor Wharf in Blackwall Reach. They instructed the Free Trade Wharf Co. to collect the oil from the Hull Oil Manufacturing Co., Ltd., Hull, and deliver it at the Grosvenor Wharf. It appeared that the s.s. "Hull Trader" brought the oil down, and, when in the mouth of the Thames, transhipped it into the barge "Vera," belonging to the second defendants, which was brought along to the wharf by a steam tug. Subsequently it was found that the pile of the jetty had been smashed, and it cost the amount claimed to put it right. It was a question as to who was liable. Judge Cluer, after hearing the evidence, said it was quite clear that a smash had occurred, because of the noise that was heard. He would enter judgment against W. Cook & Co. in favour of the plaintiffs, with costs. He also entered judgment in favour of the Free Trade Wharf Co. against the plaintiffs, with costs, but ordered Messrs. Cook to refund to the plaintiffs the costs they paid to the Free Trade Wharf Co.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

PRATTS (CHEMISTS), LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a chemist and druggist now carried on by A. Pratt at 73 Salisbury Road, Willesden.

STEVCO (BIRMINGHAM), LTD. (P.C.).—Capital £100. Objects: To act as importers, distributors, manufacturers and sellers of and dealers in oil products, disinfectants, chemicals, etc.

SOUTH ZEAL PHARMACY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of perfumers, general chemists, drug merchants, etc. Solicitors: Dunn & Baker, Castle House, Exeter.

FRANK BELLIN & Co., LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, druggists' sundriesmen, etc. Solicitor: W. R. Edmunds, 1 John Street, Llanelly.

PORTSLADE PHARMACY (1932), LTD. (P.C.).—Capital £100. Objects: To carry on the business of consulting, analytical, manufacturing, pharmaceutical and general chemists, herbalists, etc. Solicitor: G. F. Downes, 3 Newhall Street, Birmingham.

THOMAS ILLINGWORTH & Co., LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in scientific instruments, photographic dry plates, papers, films, materials and stationery, photographic publishers, etc. R.O.: 23 Roden Street, Ilford.

DOREX, LTD. (P.C.).—Registered in Dublin. Capital £500. Objects: To carry on the business of perfume manufacturers and factors and distributors of foodstuffs in all its branches, etc. The subscribers are: J. H. Carey, 80 Merriem Road, Ballsbridge, Dublin, merchant, and R. Ephraim, 17 South Circular Road, Dublin, merchant.

JOYCE (HALE), LTD. (P.C.).—Capital £750. Objects: To carry on the business of chemists and druggists, dry-

salters, oil and colour men, importers and exporters of and dealers in pharmaceutical, medicinal, chemical, industrial and other preparations and articles, perfumes, toilet requisites, etc. R.O.: Prudential Buildings, St. Petersgate, Stockport, Ches.

SANGENE Co., LTD. (P.C.).—Capital £500. Objects: To acquire the business of The Sangene Co., Ltd. (in voluntary liquidation) of 45 Bloom Street, Manchester, and to carry on the business of manufacturers of and wholesale and retail dealers in surgical, medical, curative and healing instruments and equipment, artificial eyes and limbs, laboratory and scientific instruments, etc. R.O.: 45 Bloom Street, Manchester.

WINTON SYNDICATE, LTD. (P.C.).—Capital £5,000. Objects: To acquire, exercise and work an invention and apparatus for producing dense carbon dioxide snow from liquid carbon dioxide or other components or derivatives, and whether for the purpose of a preservative, retarding decomposition or disintegration or for chemical or commercial purposes, and to carry on the business of importers, exporters, chemists and manufacturers of chemical preparations, etc. R.O.: 21 Great Winchester Street, E.C.2.

TIMOTHY WHITES (1928), LTD.—Directors report for the year ended September 30, 1932, shows that the net profit including dividends from subsidiary companies and transfer fees, less expenses and interest, amounted to £186,262 11s. Balance forward from previous year, £13,840 2s. 5d., making a total of £200,102 13s. 5d. From which has to be deducted: depreciation on properties, plant, fixtures, etc., £17,898 1s. 7d.; income tax and provision therefor, £49,610 15s. 1d.; dividends paid and accrued on 7½ per cent. cumulative preferred ordinary shares for the year to date (less tax), £94,275, leaving a balance of £38,318 16s. 9d., which the directors recommend should be appropriated as follows: dividend of 10 per cent. (less tax) on the deferred ordinary shares, £24,285, leaving a balance to be carried forward of £14,033 16s. 9d. The profits for the year amounted to £186,262 11s., an increase of approximately £15,000 over the apportioned figures of the previous accounts. Mr. Louis Nicholas retires and offers himself for re-election as a director.

Voluntary Liquidations

W. Carter (Oswestry), Ltd., Oswestry, chemists and druggists.—The creditors were called together recently at Oswestry. A statement of affairs, submitted showed liabilities of £3,448 19s. 3d., of which £2,448 19s. 3d. was due to unsecured creditors and £1,000 was owing on debentures. The net assets were £1,406 1s., a deficiency as regarded the creditors of £2,042 18s. 3d. The assets comprised cash in hand £56 9s. 2d.; stock expected to produce £700; fixtures and fittings valued at £250; motor-cars put down at £80; good book debts £367 14s.; doubtful debts estimated to realise £16 12s. 8d. The issued capital of the company was £1,761, all of which was fully paid. It appeared that Dr. S. R. Carter discharged the bank overdraft of £1,910 19s. 6d., and a personal account of £480 15s. 5d. had been withdrawn. The deficiency to be explained, £6,195, was accounted for by the following items: Losses on trading, £2,621; bank interest £334; salary of secretary manager from July 1928 to October 1932 £2,166; bad debts, £104; loan written off, £80; depreciation of fixtures and fittings, £62; written off stock £74; depreciation of motor-cars £88; goodwill £593; preliminary expenses £83. The company was registered in July 1928 to take over an old-established business. The assets at that date consisted of fixtures and fittings £400; plant and machinery £230; motor-vehicles £349; stock £2,721; goodwill £800. The purchase consideration was £4,500, and was satisfied by the issue of debentures for £1,000, an issue of shares to the amount of £1,159, and the discharge by the company of liabilities of £2,341. During the eighteen months to December 1929, the turnover was £18,821,

with a net loss of £983. In 1930 there was a net loss of £834, on sales of £9,654, while in the following year the turnover declined to £5,655, and there was a loss of £481. One department of the business consisted of a bottling stores, but that was disposed of in September 1930. The debenture holder was willing to rank as an unsecured creditor, and no claim would be made in respect of the £1,910 paid. It was believed that arrangements could be made for the sale of the assets at a valuation and a substantial amount obtained for the goodwill. Resolutions were passed confirming the voluntary liquidation of the company, with Mr. Sinclair, accountant, Oswestry, and Mr. Parkin S. Booth, Bixteth Street, Liverpool, as joint liquidators, with a committee.

Private Arrangements

E. J. Holland, Green Lane Pharmacy, Freshfield, Lancs.—A circular, dated November 28, has been issued to the creditors by Mr. Parkin S. Booth, Bixteth Street, Liverpool, stating that the debtor purchased the business about eighteen months ago, paying £220 for stock, fixtures and goodwill. His parents advanced him the necessary moneys for the purpose, and they have since that time guaranteed the bank and made a further small advance. The business, apparently, has not been successful. The debtor's parents have agreed to provide sufficient funds to pay a composition to the creditors at the rate of 4s. in the £, in order to avoid the immediate necessity of realising the business. If the assets were realised they would not bring sufficient to pay a dividend equal to the composition offered. The largest creditors have agreed to accept. The statement of affairs shows liabilities of £703 15s. 7d., made up as follows:—Trade creditors, £216 12s.; cash claims, £437 18s. 11d.; bankers, £49 4s. 8d. The assets consist of stock valued at £85; trade fittings, fixtures, and utensils, estimated to produce £102; and good book debts, £16 11s. 2d., making a total of £203 11s. 2d. (net, £187 8s. 1d.), a deficiency of £516 7s. 6d.

William Wilkins, 1116 Coventry Road, Hay Mills, Birmingham, chemist and druggist.—A meeting of creditors was held recently at Birmingham. An approximate statement of affairs was presented which showed liabilities £657 13s. 6d., due to the trade. In addition, there were fully secured creditors for £940. The assets consisted of cash in hand, £50; stock, etc., £350; household furniture, £150; book debts, £15; and surplus from fully secured creditors £110; making a total of £675 (net, £650), a deficiency of £7 13s. 6d. It was pointed out that for the purposes of the statement the assets had been valued on the basis of a sale as a going concern. The debtor had been in business for some years in the Birmingham district. He had from time to time opened various branch shops, which had either been closed or disposed of. The last branch was sold in September of the present year. The turnover was about £18 per week, and it was hoped to sell the business as a going concern. It was decided that the matter should be dealt with under a deed of assignment to Mr. Parkin S. Booth, Bixteth Street, Liverpool. A committee was also appointed.

The Leedall Manufacturing Co., Wyndham Road, Camberwell, London, S.E., manufacturing chemists.—A meeting of creditors was held recently, when a statement of affairs was submitted, which disclosed liabilities of £1,842 13s. 2d., of which £1,342 3s. 5d. was due to trade creditors. The assets comprised cash in hand, £6 7s. 9d.; book debts put down at £786 18s. 4d.; stock at cost, £500; sundry deposits, £7; motor-car valued at £15; fixtures, fittings, plant and furniture, £10; making total assets of £1,325 6s. 1d. (net, £1,277 3s.), a deficiency of £565 10s. 2d. It was reported that the business was commenced in May 1928. According to trading figures prepared, for the seven months to December 31, 1928, the turnover was £3,961, on which a net profit of £150 was earned; in the following year the net profit was £84 on sales of £6,416. In the twelve months to December 31, 1930, there was a net profit of £191 on a turnover of £6,216, whilst in the next year, when the sales dropped to £5,291, there was a net loss of £41. The

accounts prepared for the ten months ended October 31, 1932, showed that a turnover of £3,333 had been done, on which a net loss of £679 was incurred. It was suggested that the assets of the business should be transferred to a company, and that a debenture should be issued which would provide a composition of 12s. 6d. in the £ for the unsecured creditors. The present proprietor of the business considered that if the creditors agreed to the proposal, the business could be successfully continued. The matter was discussed, but the creditors did not approve of the proposed arrangement, and it was unanimously resolved that a deed of assignment be executed to Mr. Parkin S. Booth, Holborn Viaduct, E.C., as trustee. A committee of inspection was appointed.

Bankruptcy Report

Re Harry Ogle, 53b Aberdeen Walk, Scarborough, herbalist. The public examination of this debtor was held recently at the Court House, Scarborough, when the statement of affairs showed gross liabilities of £201 15s. 9d., of which £195 5s. 3d. was expected to rank for dividend. After allowing £3 10s. for preferential claims, the net assets were £22 10s., or a deficiency of £172 15s. 3d. The position was attributed by the debtor to lack of capital and being forced to quit his original shop in February, 1932. The examination was closed.

Business Changes

MR. HAROLD WHALEY, chemist and druggist, has commenced business at 2 Central Buildings, Railway Terrace, Rugby.

MR. W. C. JOHNSON, chemist and druggist, has acquired the pharmacy of Mr. B. Skidmore, chemist and druggist, of 6 High Street, Nantwich.

Wills

MRS. SWINFEN-BROWN, Lichfield, daughter of the late Mr. J. C. Eno, left estate value at £167,903, with net personalty £139,440.

MR. CHARLES CAMPBELL, Bridlington, chemist and druggist, who died on June 15, left estate of the gross value of £4,192, with net personalty £949.

MR. ERNEST NASH, Roseleigh, 267 Park Road, Barnsley, Yorks, chemist and druggist, who died on April 12 last, left estate of the gross value of £32,767, with net personalty £29,842.

MR. CLIFFORD ROBERTS, Beckwith Knowle, Harrogate, Yorks, aniline dyeware merchant, who died on September 15 last, left property gross value £86,704, with net personalty £75,615.

MR. ALPHONSO THEODOSIUS MONK, 38 Nutter Road, Accrington, Lancs, chemist and druggist, who died on April 25 last, left estate gross value £4,198, with net personalty £4,124.

MR. ANDREW McNAUGHT, 22 Fitzroy Avenue, Belfast, chemist, 5 Bridge End, Belfast, who died on June 10 last, aged seventy-nine, left personal estate in Great Britain and Northern Ireland valued at £2,081.

MR. JOHN YEOMANS, Ashby Lodge, Clarendon Road, Cambridge, retired chemist, who died on October 20, aged ninety-four, left estate of the value of £196,017 10s., with net personalty £189,668. The testator gives bequests to various relatives and charitable institutions, including £1,000 to Adenbrookes Hospital. The residue of the property, which will exceed £150,000, is to be divided between the British and Foreign Bible Society, the Church Missionary Society, the Society for the Propagation of the Gospel, the Cancer Hospital, Fulham, and the National Institute for the Blind.

National Pharmaceutical Union

Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held and 4 and 5 Queen Square, London, W.C.1, on November 22, Mr. P. F. Rowsell in the chair.

SPIRITUS MENTHÆ PIPERITÆ

A letter was received from the South-Eastern London Association suggesting that the Executive should try to secure rebate on spirit used in the making of spt. menth. pip. in view of the difficulties which have arisen in business owing to the inclusion of the title "essence of peppermint" in the new Pharmacopœia. The Executive authorised the secretary to communicate with the Board of Customs and Excise in regard to the matter.

NATIONAL ADVERTISING

A report was received upon the meetings which had been held in various parts of the country to discuss a scheme for the formation of a National Pharmaceutical Publicity Association to undertake national advertising for pharmacists. The scheme had been received very favourably at all these meetings, and resolutions in favour of the formation of this Association had been carried.

N.H.I. EMERGENCY MEDICINES

A letter was received from the Ministry of Health asking the Executive to agree to an amendment to the Regulations whereby doctors would be relieved of the obligation to supply drugs "necessarily or ordinarily administered" by them in return for the capitation fee of 1s. 3d. per 100 people on their lists. It was suggested that owing to changes in methods of medical treatment since the Regulations were framed, it was unfair to make the doctors provide these drugs now, but it was not contended that doctors should not continue to provide the drugs required for immediate administration or required for use before they could conveniently be obtained otherwise than from the doctor; the capitation fee of 1s. 3d. per 100 insured persons was to cover this class of use only in future. The Executive agreed to the proposal, subject to the proviso that serums and vaccines, if chargeable to the drug fund, should be supplied through the chemists.

DISPENSING IN RURAL AREAS

A letter had been received from the British Medical Association in regard to the dispensing in rural areas. The suggestion was made that an alteration should be made in the Medical Benefit Regulations to give a doctor twelve months' notice of discontinuance of the dispensing when a chemist's shop was opened in the area, as it was a hardship when a doctor had to disorganise his practice upon the opening of the chemist's shop and, as frequently happened, that shop closed down again after a short trial, which meant that the doctor had again to reorganise his practice to enable him to dispense for insured persons. The secretary was instructed to reply that the Executive could not agree to the suggestion, which, in their opinion, would impose a greater hardship on chemists than doctors suffered under the present arrangements.

C.D.A. Matters

The directors received the report of the sudden death of the Association's solicitor, Mr. C. H. Kirby. A resolution expressing the sympathy of the directors was passed. The CHAIRMAN, in moving the resolution, paid an eloquent tribute to the services rendered by the late Mr. Kirby to the Association.

The secretary reported that of the fifteen cases outstanding since the last meeting the following ten had

been settled:—Injury to head caused by hair lotion supplied; claim settled by payment of £5 5s. Battery spoiled by wrong acid supplied; claim settled by payment of £5 10s. Calves died after being dosed with medicine supplied by member; claim settled by payment of £27 2s. Illness caused by sodium carbonate supplied for Glauber's salt; claim settled by payment of £5 5s. Injuries caused by falling sun-blind; claim settled by payment of £8. Damage to car by cycling errand-boy; claim settled by payment of £5. Injury to boy caused by faulty grating; claim settled by payment of £2 2s. Injuries caused by fall over member's gates; claim settled by payment of £1 1s. Damage caused by bottle broken in post; claim settled by payment of £2. Injuries caused by faulty sun-blind; claim settled by payment of £5.

New cases had arisen during the month, and settlements had been effected in three of these, as follows:—Damage to customer's clothing by hydrogen peroxide and ammonia; claim settled by payment of £3. Photographic plates broken in member's shop; claim settled by payment of 6s. Loss of prints and negatives in consequence of burglary; claim settled by payment of 7s. 11d.

The secretary reported upon the legal advice which had been given to members during the month and upon the twenty-one analyses which had been undertaken during the month under the "free" analysis scheme.

Retention of Clause 4 (4) in Terms of Service

The following circular, "U.L. 245," dated November 29, has been forwarded by the secretary of the Union to the secretaries of pharmaceutical committees:—

The answer of the Minister of Health has now been received in regard to the new N.H.I. Contracts. The resolution of the Pharmaceutical Committees Conference attaching the continuance of Clause 4 (4) as a condition to the renewal of the contracts was conveyed to the Minister, and in addition every avenue was explored to secure support for the retention of the clause. I am pleased to say that the clause will be retained; the following is a copy of the statement conveying the Minister's decision:—

"On the question of the retention in the Regulations after the expiration of the present agreement of Clause 4 (4) of the terms of service (which provides that a chemist shall not give, promise, or offer to any person any gift or reward as an inducement to or in consideration of his presenting an insurance prescription) the Minister has carefully considered the terms of the resolution adopted by the conference.

"He thinks it desirable in the first place to say that he would in any event have felt himself unable to entertain a proposal that the matter should be submitted to independent arbitration in the sense explained in your letter, since apart from other objections such a procedure would, in his view, be inconsistent with his responsibility for making and laying before Parliament Regulations on this or any other matter affecting the administration of medical benefit.

"He finds himself, however, in a position to inform the Union that on the substance of the question at issue he has come to the conclusion, after a full review of all the material for decision now available to him, including the relevant proceedings at the conference, and at the annual meeting of the National Association of Insurance Committees, and representations in the matter which have recently been addressed to him by the Insurance Acts Committee of the British Medical Association, that his proper course is to undertake that so long as he holds the office of Minister of Health, the Regulations which would be required in order to revoke the Clause shall not be made; and I am accordingly to convey this undertaking to the Executive on his behalf."

With the above decision, the contracts for 1933 may now be regarded as settled. The terms are a continuance of present conditions in regard to the drug fund and

the scale of payment to chemists, but as was explained at the Conference, the amount of the drug fund is reduced from January 1 by a sum of approximately £130,000 per year, although half of this amount is to be available annually, if the reduced drug fund should prove to be insufficient to pay the chemists' bills. . .

Branch Meetings

Bournemouth.—The monthly meeting of the Bournemouth and District Branch was held on November 15, Mr. Norman K. Phillips in the chair. Mr. H. W. Harrie, in the course of an address on *Sickness and Provident Societies*, appealed to all those eligible to join the Chemists' Sickness and Provident Society. The many questions asked were evidence of the interest of the meeting, which closed with a cordial vote of thanks to Mr. Harrie.

General Medical Council

THE hundred and thirty-sixth session of the General Medical Council opened at 44 Hallam Street, London, W.1, on November 22, the president (Sir Norman Walker) in the chair. It was announced that Mr. Michael Heseltine, C.B., would take office as general registrar at the close of the summer session next year, and that he had also been registrar of the Dental Board. After the usual preliminary business came

THE PRESIDENT'S ADDRESS,

which was devoted to routine topics such as recent changes in the membership of the Council, the signing of medical certificates, the publication of the new British Pharmacopœia (which "has been warmly welcomed"), the fifth inspection of and series of reports on qualifying examinations under the Medical Act, 1886, and other reports on examinations.

RESTORATIONS

The registrar reported that the names of the under-mentioned persons had been restored to the Medical Register:—

Allan, Edward B.	James, Harold L.
Benton, Austin L.	McDowall, William A.
Bond, Barnabas M.	Mahmud, Hamed (S)
Broderick, Maurice J. (I)	Marren, John Patrick (I)
Buck, Arthur H.	Myserson, Myer C. (I)
Cave, Frank E.	O'Driscoll, Florence J. (I)
Coxwell, Charles F.	Perras, Joseph H. F. (Col)
Danby (Mrs.), Gladys	Rayner, William H.
Ellerton, Henry B.	Tudehope, Claude B. (S)
Griffiths, Griffith (S)	Wallace, Patrick J. (I)
Harrison, Tillson L. (Col)	Whig, Pearey L. (Col)

At a subsequent stage in the proceedings the president announced that the names of John Joseph McCabe and Harold Foster Strickland had been restored to the Register.

DENTAL BUSINESS

After consideration of reports from the Dental Board of the United Kingdom (C. & D., November 26, p. 636), the Council directed that the names of Wilfred Henry Weeks, 42 Prince of Wales Road, Norwich, and Walter Collier, 39 Upper North Street, London, E.14, be erased from the Dentists' Register. The president announced that the names of John Forbes McDonald Connar, William Patrick Donnelly and James Edgar Nelson had been restored to the Register.

DOCTOR'S NAME REMOVED BY HIS WISH

The application of Sir William Arbuthnot Lane, M.B., M.S., F.R.C.S., for the removal of his name from the Medical Register, on the ground that he had ceased to practise, was acceded to.

PHARMACOPŒIA COMMITTEE

The Pharmacopœia Committee reported that the number of copies of the new British Pharmacopœia sold up to November 19 is 22,584, together with 425 copies of a large paper impression. Of the 1914 issue 64,149 copies have now been sold. The Committee congratulated the Pharmacopœia Commission on the successful result of their labours, and thanked the Pharmaceutical Society of Great Britain for temporary laboratory accommodation. The Pharmacopœia Commission, after reporting to the Committee that the impression created by the Pharmacopœia is favourable, continued:—

The Commission have met on two occasions in order to deal with questions arising from the issue of the new Pharmacopœia. They have prepared a list of corrigenda and they recommend that a printed slip containing the corrigenda be sent to the medical and technical press, to Government departments and other bodies who have received official copies, and to all who apply for it. They recommend also that the corrections be made in the text of the Pharmacopœia on the next reprint.

The report of the Committee adds that the appointment of Miss Smelt, the research assistant, is being continued. A Selection Committee, consisting of the president, Dr. Tidy, Sir Farquhar Buzzard and Mr. Leathes, has been appointed for the purpose of nominating the next Pharmacopœia Commission. The minutes of the Executive Committee (No. 391), dated November 21, give the text of a letter from the secretary of the Pharmaceutical Society drawing attention to certain inconveniences caused by the present system of publishing the Pharmacopœia.

(To be concluded)

Westminster Wisdom

Notes on Parliamentary Matters

BROMINE AND BROMIDES

THE President of the Board of Trade (Mr. W. Runciman), in reply to a question put by Major-General Sir Alfred Knox on November 29, stated that during the period from June 1931 to October 1932 inclusive, 15,367 cwt. of bromine and bromides were imported into the United Kingdom.

PURE-BLOCK LIQUORICE JUICE

Sir J. Nall asked the Financial Secretary to the Treasury on November 25 whether payment of drawback of the general *ad valorem* duty on pure-block liquorice juice is now authorised in respect of export goods made from this material.

Mr. Hore-Belisha: No drawback of the duties chargeable under the Import Duties Act, 1932, has been authorised in the case of exported goods made from pure-block liquorice juice.

MEDICINE STAMP ACTS

Sir A. Beit asked the Chancellor of the Exchequer on November 29 whether he is in a position to add anything to his answer of May 12 [C. & D., May 21, p. 550] with regard to amending the Medicine Stamp Acts.

Mr. Chamberlain: I am not yet in a position to make any further statement on the subject of the Medicine Stamp Acts, but I can assure my hon. friend that the position under the Acts is receiving careful consideration.

FRENCH MEDICINAL PLANTS.—We have received from the French Ministry of Industry and Commerce a set of eight coloured plates of medicinal plants, issued by the department concerned with raw materials for perfumery and the drug trade. The plants illustrated are shepherd's purse, willow, cork-oak, mistletoe, periwinkle, rose, bramble and clary sage. The present set of eight plates is available from the "Office National des Matières Premières," 12 Avenue du Maine, Paris, price 4 francs, postage extra.

Association Meetings

Birkenhead.—A meeting of the Birkenhead and Wirral Pharmacists' Association was held on November 23, the president (Mr. A. Williamson) in the chair. Mr. J. H. Trace (Selo, Ltd.) gave a talk on *Photographic Sales*. Mr. Trace explained how photography was merging (from being a hobby) into a necessity, for few people, he said, thought of holidays without thinking of cameras and films. He exhibited a number of his own enlargements, and pointed out the wealth of business which could be gained by interesting the amateur photographer. Mr. J. Edwards proposed a vote of thanks.

Harrow.—The annual meeting of the Harrow Branch was held on November 10, Mr. C. Islip in the chair. The following officers were elected:—*Chairman*, Mr. R. H. Rawson; *Vice-chairman*, Mr. F. R. C. Bateson; *Treasurer*, Mr. F. Reynolds; *Secretary*, Mr. J. F. McNeal; *Committee*, Mesdames Hill, Crump, Islip, Sabini, Messrs. Switsur, Williams, Conduit, Banks, Vallen and Sumner. The secretary gave a report of the Aberdeen Conference, which brought forth a lively discussion on the apprenticeship problem, the opinion being expressed that three years should be a minimum period.

Isle of Thanet.—A meeting of the Isle of Thanet Chemists' Association was held on November 23, Mr. G. B. Harkness in the chair. Mr. H. B. Mackie, B.Pharm., addressed a representative meeting of doctors and chemists. His subject was a summary of the more important changes in the British Pharmacopoeia, 1932. He gave some of the reasons for many of the changes, deletions and additions, and explained how necessary it was that drugs like digitalis and thyroid should be standardised. After the address questions were asked. Mr. Mackie then showed how cod-liver oil was tested for vitamin content, and explained the procedure in the determination of Ph values.

London (S.E.).—A meeting of the South-East London Branch of the Photographic Dealers' Association was held on November 16, Mr. P. Green in the chair. An address on *The Future of the D. and P.*

Business was given by Mr. Richardson (Kodak, Ltd.). Mr. Richardson referred to the present position of the photographic trade, and sounded a hopeful note for the future. In the discussion which followed Messrs. Greene, Milner and Wells participated.

Nottingham.—A well-attended meeting of the Nottingham and District Branch was held on November 22, Mr. F. W. Shepherd in the chair. Mr. A. O. Bentley (head of the Pharmacy Department, University College) delivered an interesting and instructive address on *The New Pharmacopoeia*, which was listened to with enjoyment and profit. Mr. Bentley dealt effectively with various questions raised by Messrs. Bates, Ball, Beilby, Jackson, Reynolds and Ellis, and a hearty vote of thanks was accorded to him on the proposition of Mr. Ball.

Public Pharmacists.—A meeting of the Guild of Public Pharmacists was held on November 16, the president (Mr. E. A. Andrews) in the chair. A pictorial "travelogue," entitled *Canada Bound*, was given by Mr. Claude A. Jones, of the Canadian Pacific Railway Co. The lecturer delighted the audience with a large selection of coloured slides, and showed Canada to be unrivalled as a country for holiday tours. The variety of scenery from Quebec to Vancouver, travelling through the health resorts and grand beauty of the Rockies, was admirably portrayed. The vote of thanks was proposed to the lecturer by Mr. Herbert Skinner, who referred to his recent visit to Toronto, and seconded by Mr. A. H. Jenkin (treasurer of the Pharmaceutical Society).

Women Pharmacists.—A meeting of the National Association of Women Pharmacists was held on November 24, Mrs. Adams in the chair; there was a large attendance. Interesting papers were read by Miss H. E. Claremont (North Middlesex Hospital) on *The Safeguarding of Poisons in the Hospital*, and by Miss E. M. Smelt, B.Pharm., Ph.C. (research assistant to the Pharmacopoeia Commission) on *Some Remarks on the B.P. 1932*. Discussion on both subjects followed. A vote of thanks was proposed by Mrs. Irvine.

Festivities

Hull Social Evening

A SOCIAL EVENING and whist drive was held on November 24 by members of the Hull Chemists' Association and Branch of the Pharmaceutical Society, at the invitation of the president (Mr. S. T. Boyce) and committee. About seventy members and friends were present, and an enjoyable evening was spent. A break was made in the whist in order that Mrs. T. Smith, introduced by Mr. F. H. Palmer, could present a small gift of silver to the president's wife for the ultimate use of her newly acquired daughter. Mr. Boyce replied.

Glasgow Whist Drive

THE second of the series of whist drives under the auspices of the Glasgow Pharmacy Club was held in the Highlanders' Institute on November 15. After whist tea was served, and the company was entertained by the following members of the staff of T. & H. Smith, Ltd., Glasgow: Miss McIntyre (accompanist), Messrs. Henry (violin), J. Johnston (songs) and J. Sloan (readings). Prizes were presented by T. & H. Smith, Ltd., to the following winners:—*Ladies*, (1) Miss P. Headrick; (2) Miss L. Miller; (3) Mrs. Corrance; (consolation) Miss M. McAllister; (lady playing as gentleman) Mrs. Grierson. *Gentlemen*, (1) Mr. D. Duncan; (2) Mr. C. G. Whiteside; (3) Mr. Clacher; (consolation) Mr. R. Shearer. *Mystery Prizes*, Miss Ballingall and Mr. Newton. Votes of thanks to the donors of the

prizes and to the artists concluded a pleasant evening's entertainment.

Oldham Dinner

THE annual dinner and ladies' evening of the Oldham and District Branch of the Pharmaceutical Society was held on November 22. The guests, to the number of 129, were received by Mr. S. Radcliffe (chairman) and Mrs. Radcliffe, and included Mr. J. H. Franklin (chairman of the Manchester and Salford Branch), Mr. J. Stott (chairman of the Oldham Insurance Committee), Mr. A. Sager (president of the Oldham Chamber of Trade) and Mr. C. Stevens. The Mayor and Mayoress (Alderman and Mrs. E. Bardsley) looked in during the evening. After dinner a pleasant time was spent in dancing, Messrs. J. F. Anderson and P. Radcliffe acting as M.C.s. During an interval whist prizes were presented to the following:—*Ladies*, (1) Mrs. S. Radcliffe, (2) Mrs. Cronin, (3) Mrs. Scholes; (consolation) Miss J. Evans. *Gentlemen*, (1) Mr. Wild, (2) Mr. N. J. Taylor, (3) Mr. Booth; (consolation) Mr. Humphreys. The M.C.s for whist were Mr. N. Jones and Mr. J. W. Thompson, and the winners of the spot dance prizes were Mrs. J. E. Wood and Mr. James.

Portsmouth Function

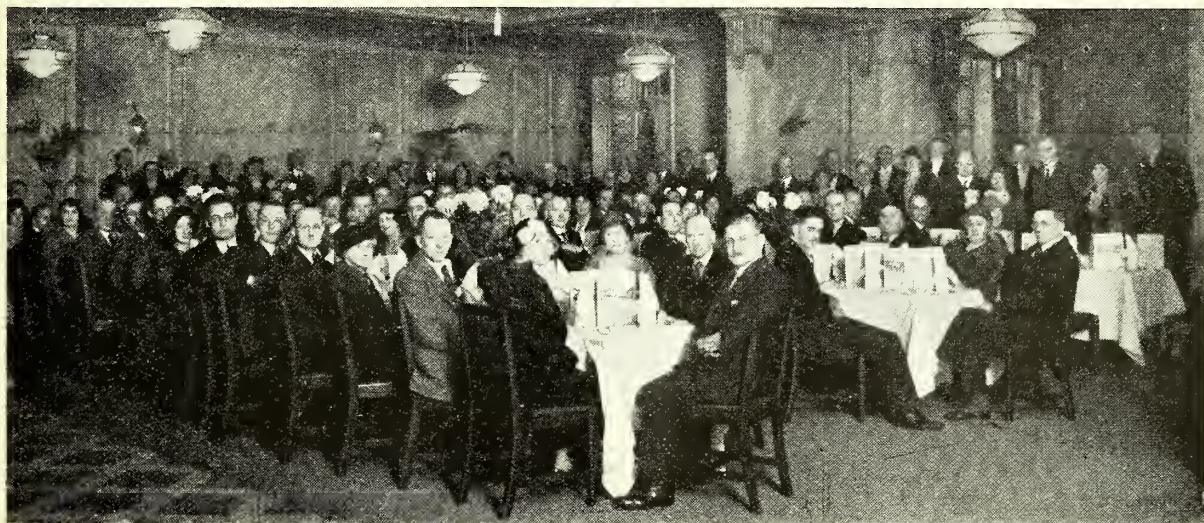
THE annual dinner and dance of the Portsmouth and District Branch of the Pharmaceutical Society, held at

Kimbell's Café, Southsea, on November 23, proved a very successful function. Mr. J. W. Rogers, who was accompanied by Mrs. Rogers, presided over a company of about eighty, the guests including Mr. John Keall (vice-president of the Society) and Mrs. Keall, Mr. L. B. Benny, M.A. (principal of the Portsmouth Municipal College) and Mrs. Beuny, Dr. A. E. Clark (president of the Portsmouth Division of the British Medical Association) and Mrs. Clark, Mr. R. P. Page (Portsmouth city analyst) and Mrs. Page, and Mr. H. C. Sawyer (secretary to the Portsmouth Insurance Committee). Dr. A. E. Clark proposed the toast of "The Pharmaceutical Society." He praised the work done by Dr. J. H. Burn and the staff of the Society upon vitamins. Mr. Keall, who was very cordially received, responded to the toast. He emphasised the value of such gatherings in cementing the feeling of good-fellowship existing between the branches and the parent body, and expressed the hope that the excellent relations existing locally between the medical and pharmaceutical professions would be long maintained. Councillor W. J. Lewis proposed the toast of "The Visitors," which drew a humorous reply from Mr. R. P. Page, and Mr. E. D. Lewis toasted "The Ladies," for whom Mr. W. R. Atterbury responded. Proposing the health of "The Chairman," Mr. T. O. Barlow expressed the appreciation of the Branch of the services rendered by Mr. J. W. Rogers. Mr. Rogers briefly responded. The secretary (Mr. F. H. Ruoff) and the secretary of the Sports and Entertainment Committee (Mr. T. A. Johnson) were also toasted, on the call of Mr. Atterbury, and both suitably replied. Reference was made during the evening to the fact that Mr. T. A. White had sustained a broken wrist, as the result of an accident, and it was decided to send him a letter of sympathy in the name of the Branch. Dancing was afterwards continued until 1 a.m.

Hirst, Brooke & Hirst, Ltd. : A Celebration

A PARTY of over 100 Leeds chemists and their wives enjoyed the novel experience of being filmed while visiting the Sheepscar Works of Hirst, Brooke & Hirst, Ltd., on November 23. The occasion was in the nature of a "housewarming" party, and in celebration of the firm's one hundred and eleventh birthday. Prior to the inspection of the new offices, laboratories and works (described in the *C. & D.*, June 4, p. 616) the guests were entertained to luncheon at Powolny's Restaurant, Bond Street, Leeds, among those present being Mr. and Mrs. N. N. Armitage, Mr. and Mrs. H. Gilleghan, Mr. and Mrs. John Lancaster, Mr. and Mrs. Frank Midgeley, Mr. and Mrs. A. L. Peters, Mr. and Mrs. H. G. T. Read, Mr. J. Everitt (principal, Leeds Technical College), Mr. R. Cawler (Chemistry Dept., Leeds Technical College), Mr. A. Lupton (principal, Leeds College of Pharmacy), Mr. Geoffrey A. N. Hirst,

Mr. C. E. Clark, Mr. J. M. Aldwinckle and Mr. G. T. Fulham. In proposing the toast of "Hirst, Brooke & Hirst, Ltd.," Mr. H. Gilleghan reviewed the history of the firm. He referred to the valuable public services rendered by Colonel Hirst, the late Mr. H. G. Read and the late Mr. George Ward. He regarded the present head of the firm as a real "live wire," able and energetic. He paid tribute to the excellent organisation, and said the works were second to none in the country. Mr. Geoffrey Hirst (deputy chairman and governing director), responding, said the erection of their new factory had contributed to the solution of the economic problems of the day. For over six months approximately 100 men were directly employed in the erection, to say nothing of the greater number indirectly employed. Ninety-five per cent. of the total contracts placed were for British materials and British labour, and eighty-seven and a half per cent. of the contracts were placed within seven and a half miles of Leeds. These wage earners must necessarily be customers of local chemists. Mr. Hirst said he ventured to suggest that for a great number of years there had been a wide gulf between wholesaler and retailer. Unfortunately this gulf still existed. Ever since he entered the service of Hirst, Brooke & Hirst, Ltd., it had been his goal, in fact his entire purpose, to show that there was no longer the necessity for such a gulf. It was essential that chemists should be backed by the full force of the wholesaler—that wholesaler must not only know his job, but must be fully alive to the difficulties of retail pharmacy. He appealed to pharmacists to give them a chance to prove what an old-established company could do when it was re-born. The greatest thing they could do for their mutual advantage would be to band together for one end—the security and prosperity of the private chemist. Mr. Hirst referred to the value of co-operative advertising. He was delighted to hear that the National Pharmaceutical Union had taken the matter up in real action in the formation of the National Pharmaceutical Publicity Association. The scheme which had been outlined in the trade Press called for nothing but praise and commendation, and personally he promised it wholehearted support. After commenting briefly on one or two further points Mr. Hirst said he did not see why they should not succeed in placing pharmacy not only on a firmer basis, but to bring to it the rewards of financial stability, scientific advancement and social increment. Mr. H. G. T. Read (governing director) proposed the toast of "The Visitors," which was responded to by Mr. A. L. Peters (chairman, Leeds Branch of the N.P.U.). The guests were afterwards conveyed to Sheepscar Works, where they spent a profitable and interesting time. An inspection of the firm's new show-rooms concluded the tour, after which visitors were entertained to tea in the canteen.



THE LUNCHEON PARTY WHICH PRECEDED THE VISIT TO THE WORKS OF HIRST, BROOKE & HIRST, LTD.

A Book on Retailing

By Country Chemist

A BOOK entitled "Retail Selling and the Public," written by Lawrence E. Neal (Allen & Unwin, Ltd., 7s. 6d.), has received a good deal of attention from the reviewers. The author is joint managing director of a well-known firm of boot makers and chairman of a group of younger retailers who meet from time to time to discuss the problems of their trades. There is a freshness of outlook in these chapters which is perhaps the result of the joint endeavours of business men untrammelled by too much experience. There is nothing academic about the treatment of the subjects under discussion, as the members of the group mentioned occupy responsible positions in business life.

It is not my purpose to comment on the earlier part of the book, dealing with retailing organisations generally, although there is a wealth of information in it. My aim is to discuss the conclusions arrived at in the latter part of the book. Half the income of the country passes through retail hands, possibly up to a total of £1,750,000,000 a year. In the past this vast sum has passed through about 500,000 outlets, with an average number of about three employees to each shop, and average takings of from £10 to £15 a day. It is probable that capital to the extent of several hundred millions is being employed, and the ratio of this figure to the total turnover mentioned evidences a wasteful locking up of money. Nevertheless, the retailer occupies a key position, inasmuch as he, as the representative of the consuming public, can transmute their daily purchasing needs into orders. He has, broadly, a public of 45,000,000 to cater for in the home market; and one of his problems is how their daily requirements can be made to take much more of a common form.

The development since the war of all large-scale retailing, and particularly that of the multiple organisations, lies in their having been able to actualise market possibilities and factory possibilities in terms of each other. Take the grocer, for instance. Over the greater part of his field he is selling goods that are packeted or tinned. His first key to the position is that he has a range of standard articles. His second is that he has an opportunity of standardising his qualities and winning repute for known articles. Next, he has a steady volume of business per customer, and this contributes to the economy of his wage, rent and delivery expenses. In addition he can standardise his shop unit, its layout and equipment; here again economy is effected, with the added benefit of a unit which is recognised, wherever it is found, as the hall-mark of certain qualities.

This example indicates what can be done in other fields. It is pointed out that the huge sales of multiple-shop companies justify the employment of specialists in design who are able to raise the general levels of taste and quality. It should also be noted that mass production restricts style, range and colour to those goods most in demand: there will be simplification of style, and there will be a ruthless refusal to dissipate effort over the occasional want. The same economy will be seen in the surroundings of the shop itself and in the method of sale, which frequently amounts to little more than a wrapping up and handing over the counter.

What can pharmacists learn from a study of this book? There seems to be evidence that the "family" type of business is fast disappearing, although where it is functioning with efficiency it still holds its own with the "stores" and "chains." Sixty per cent. of the retail distribution of this country still passes through the small shopkeeper's hands. Unfortunately he is handicapped because of his inability to buy in the best market, and so cannot offer the manufacturer the advantages of bulk orders. A reading of the book suggests that the way of the pharmacist for the future is along the path of standardisation in shop, products and methods of selling. The conclusion seems irresistible that a cutting down of preparations that overlap must take place; that the pharmacist should cease to waste his efforts to pack his own goods when he can obtain them better packed and finished from a manufacturer

with the added advantage of a brand name; that more attention should be paid to the marketing of the goods; and that the buying habits of his customers should be so studied that there are no slack periods during the day, but that he and his assistants are always profitably employed.

New Pharmacies in Co. Dublin

In Dublin one of the most striking of the new pharmacies in the city is that of J. J. Roche & Co., Ltd., O'Connell Street. This very attractive shop front, which was fitted by A. H. Bex, Ltd., has been constructed with emerald pearl granite bases to the windows, which are framed with stainless steel. The imposing surround to the shop front has been obtained by the use of black alabaster glass framed with stainless steel, the outer section of the steel being carried up each side of the frontage, and across the head of the fascia, giving a completeness to the whole. The fascia glass is composed of specially treated plate glass with an embossed and gilded letter with a red line in the centre. This is illuminated at night by means of electric lights fixed at the back of the fascia. The window enclosures are of mahogany, are fitted up with plate-glass shelves arranged on adjustable brackets.

In the Dublin suburbs a new pharmacy that compels attention is the finely laid out premises of Hayes, Conyngham & Robinson, Ltd., at Ranelagh. This front and interior, which was carried out by Philip Josephs & Sons, Ltd., St. John Street, London, E.C., has a bold and impressive fascia board of black alabaster glass, on which the company's name and the word "chemists" in large cream lettering stands out well. The windows are nicely proportioned and are enclosed in mahogany, with oxidised bronze exterior casings. The arrangement of the plate-glass shelvings and a well-planned lighting scheme provide ample facilities for effective window displays. The bases are in keeping with the general fascia scheme and are executed in black alabaster glass. The interior is equally impressive for its ordered arrangement of show and display cases in mahogany and plate-glass. Particularly good use is made of several small all-plate-glass showcases placed in well-chosen positions on the floor-cases. The outstanding feature of this pharmacy interior is its dispensing screen, which has a set of showcases on the lower half and a clear plate-glass top.

Another interesting establishment is that of Miss Kathleen Murphy, The Medical Hall, Swords, co. Dublin. This is the first pharmacy opened in Swords—by a lady. The exterior is simple, but sensibly planned, for a first venture in a new district. In addition to a family dispensing business this pharmacy, located in the centre of a rural and farming locality, offers scope for a good veterinary trade.

Photographs of these new pharmacies are reproduced on the opposite page.

A FORGOTTEN PIONEER.—"One of the most interesting gardens I ever saw," wrote Lady Dorothy Nevill in her book of reminiscences, "was one at Heatherbank, Weybridge Heath, belonging to Mr. G. F. Wilson. . . . Just before Mr. Wilson's death he asked me to come and go over it, and on my arrival I found my host in a bath chair, with another ready for me. . . . My host was a great authority on wild gardening, which he had carried to absolute perfection. Mr. Wilson was a most clever man, and in addition to his great horticultural knowledge was possessed of considerable scientific attainments, being a first-class chemist. He was, indeed, never given the credit for the invention, which was absolutely his own, of distilling glycerin in a current of superheated steam. . . . [Wilson read a paper describing his process at the 1855 meeting of the British Association.]

ROCHES CHEMISTS



MESSRS. ROCHE'S PHARMACY



CHEMISTS HAYES, CONYNGHAM & ROBINSON LTD



HAYES, CONYNGHAM & ROBINSON, LTD.

MEDICAL HALL



MISS MURPHY'S PHARMACY

Osmo Kaolin and its Cosmetic Uses

By H. Stanley Redgrove, B.Sc., F.I.C.

OSMO kaolin is a form of kaolin purified by a special process known as electro-osmosis. The product is particularly suitable for use as a face-powder basis and for other purposes for which a very fine and pure china clay is indicated. Before dealing with the cosmetic uses of Osmo kaolin it will be of interest briefly to describe its manufacture, more especially as, owing to the kindness of Mr. Thomas D. Morson (Thomas Morson & Son, Ltd.), I was recently able to see the whole process from start to finish at Redhill, Surrey. The raw material is the finest white china clay. This has already been purified by elutriation, but nevertheless contains considerable impurities in the form of crystals and gritty particles. On mixing with water the fine particles of clay tend to remain in suspension, and the impurities, present in larger particles or crystals, to settle; but it is practically impossible to get a complete separation by means of gravity alone. If a suitable electrolyte, such as sodium silicate, is added in small amount the anions associate themselves with the particles of clay, which thereby become negatively charged. In consequence these particles repel each other. This facilitates their remaining in suspension, and the mixture becomes more fluid. The first process in the manufacture of Osmo kaolin is, therefore, the mixing in correct proportions of the china clay with water and the addition of the correct amount of a suitable electrolyte. If the mixture is then passed between the poles of an electrical apparatus the fine particles of clay, *plus* the anions, will be deposited on the anode, the cations will pass to the cathode, and the heavy particles of insoluble impurities will be deposited. The removal of clay from the suspension reduces its viscosity and thus facilitates the settling out of the impurities. In actual practice the anode consists of a revolving drum, on which the damp Osmo kaolin is deposited in the form of a sheet. The cathode is in the form of a grid. A direct current at a pressure of about 80 to 100 volts is employed. The resulting Osmo kaolin contains about 25 per cent. of moisture, but is entirely free from all impurities present in the original clay. The damp Osmo kaolin is then distributed on the floor of a specially constructed drying chamber, the walls of which are themselves washed with a suspension of Osmo kaolin in water to avoid any possibility of contamination. The chamber is heated from below, and specially constructed flues carry off moisture from the atmosphere.

The drying process reduces the water content to about 1 per cent. The product is then ground in a disintegrator, and blown by air into a pipe which distributes it into the casks in which it is packed. Osmo kaolin is a very fine, light, soft powder of a creamy white tint. The particles of which it is composed are said to have a diameter of about 1 micron. Like ordinary kaolin, Osmo kaolin has good powers for absorbing moisture. It adheres excellently to the skin, and is much more opaque than the ordinary variety. Moreover, it is much lighter. This last difference is important, since, although the raw materials for face powder are bought by weight, the finished product is sold retail by bulk. Further, women like face powders which are light and fluffy.

Its Use in Face Powders

Osmo kaolin possesses all the requirements of an excellent face-powder basis. There are a number of materials with which Osmo kaolin may be compounded to enhance its own good qualities as a face-powder basis. It will suffice to mention those of unquestionable utility.

Opacity.—The opacity of the powder may be increased by the addition of titanium dioxide, now obtainable quite cheaply in a high degree (97-98 per cent.) of purity. Mixtures of titanium dioxide and barium sulphate should be carefully avoided. Zinc oxide may be used in place of titanium dioxide, but it is not so

effective. The proportion of either ingredient depends on the degree of opacity required.

Finish.—Powders containing rice starch give a better effect when applied to the skin than do those based on mineral substances alone. The proportion may vary from about 15 per cent. upwards.

Density.—The density of the powder may be reduced and the product rendered still lighter and more fluffy by the addition of about 5 to 10 per cent. of light magnesium carbonate. This, moreover, is a useful material in which to mature the perfume.

Slip.—In order to give the powder slip, the incorporation of about 10 to 20 per cent. of talc is advised.

Adherence.—The powder's powers of adherence may be increased by the addition of about 5 per cent. of magnesium stearate.

Colour.—The powder may be tinted by means of any innocuous pigment, or water-soluble or spirit-soluble dye, provided it is fast to alkali and of suitable colour. Dyes should be dissolved in water or spirit before incorporation, and the product dried before adding the perfume. A better plan is strongly to stain some Osmo kaolin in advance, using the dye in solution. The product is then incorporated with the powder in sufficient amount to tint it. Golden ochre is useful for the production of rachel; and golden ochre *plus* a trace of eosin (yellowish shade) for naturelle. It is imperative that the eosin should be of guaranteed foodstuffs grade. Impure eosin is likely to be very injurious. Armenian bole is useful for producing sun-burn tints.

Perfume.—Choice of perfume is largely a matter of individual taste, providing the material chosen is suitable for incorporation in powder. The use of strong fixatives, with sweet and persistent odours, is essential. Coumarin is decidedly useful. Naarden's opoponax compound can also be recommended. Probably most small-scale manufacturers will find it most convenient to use already-compounded powder perfumes. After compounding, all face powders should be sifted through a 120 mesh.

Below are given some formulas which have been published to illustrate the use of Osmo kaolin as a face-powder basis:—

Transparent, Medium, Light and Fluffy (Poucher)

Osmo kaolin	...	...	450 gm.
Zinc oxide	...	...	100 gm.
Rice starch	...	...	150 gm.
Light magnesium carbonate	...	...	70 gm.
Talcum, finest white	...	...	180 gm.
Magnesium stearate	...	...	50 gm.
Compounded perfume	...	...	20 c.c.
Heliotrope for powders	...	...	10 c.c.
Colour as desired.			

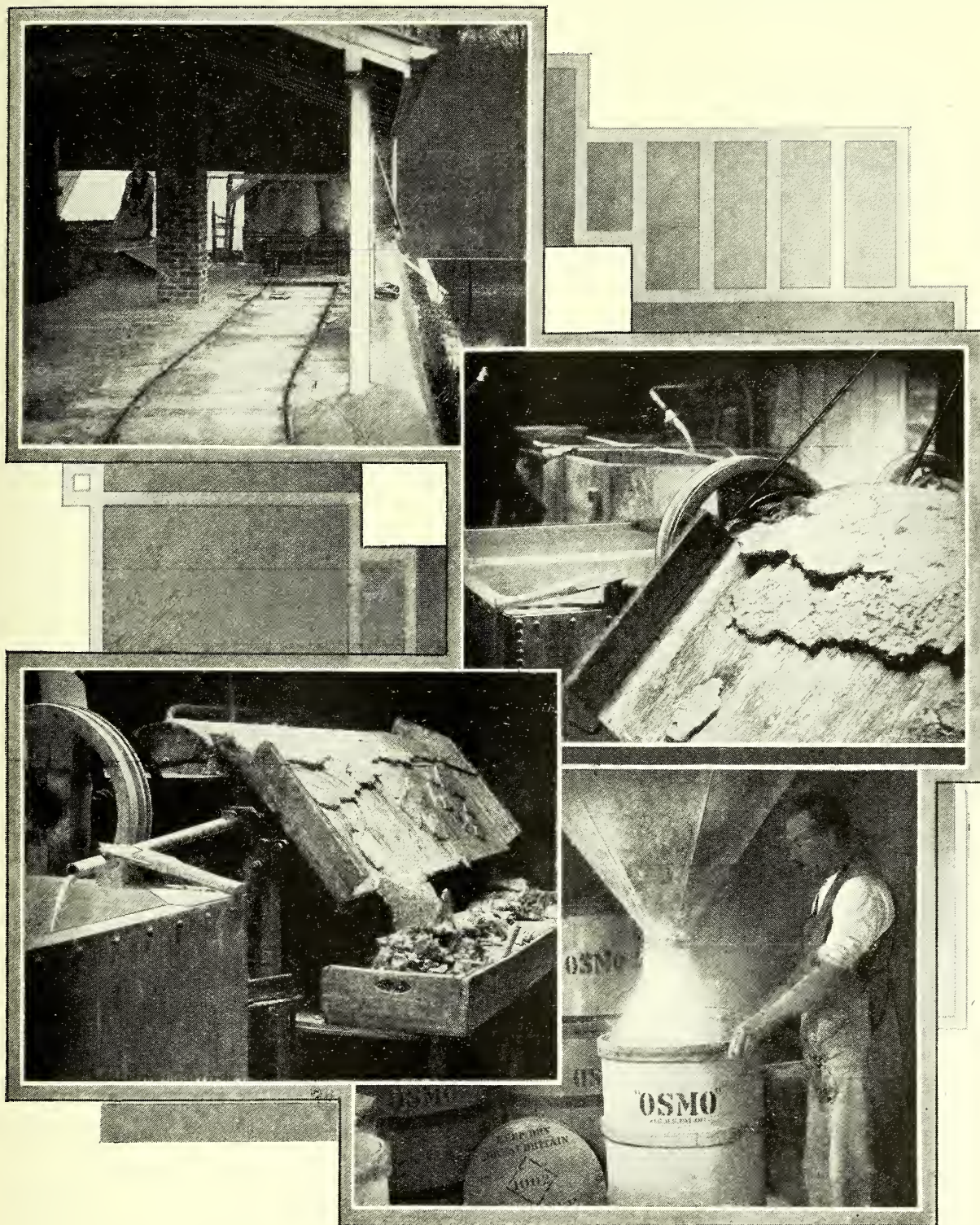
Heavier and More Suitable for Evening Use (Poucher)

Osmo kaolin	...	...	300 gm.
Titanium dioxide	...	...	300 gm.
Talc	...	...	230 gm.
Magnesium carbonate, light	...	...	100 gm.
Magnesium stearate	...	...	70 gm.
Compounded perfume	...	...	30 c.c.
Heliotrope for powders	...	...	20 c.c.
Colour as desired.			

Face-Powder Basis (Redgrove)

Osmo kaolin	...	...	470 gm.
Titanium dioxide (97-98 per cent.)	...	...	80 gm.
Talc, purified	...	...	150 gm.
Rice starch	...	...	200 gm.
Magnesium carbonate, light	...	...	50 gm.
Magnesium stearate	...	...	50 gm.
Colour and perfume, a sufficiency.			

Since rouge powder is merely face powder coloured a deep red, Osmo kaolin presents itself as a useful material



VARIOUS STAGES IN THE PREPARATION OF OSMO-KAOLIN

for making this cosmetic. Any suitable face-powder basis may be employed, or an alternative composition used in which the proportion of talc is increased. The following formula is suggested:—

Rouge Powder

Osmo kaolin	...	...	450 gm.
Talc, purified	...	...	450 gm.
Titanium dioxide (97-98 per cent.)	...	...	100 gm.
Carmoisine FS	...	...	10 gm.
Perfume, a sufficiency.			

The carmoisine should be dissolved in the least possible quantity of water, and after it has been thoroughly incorporated with the powder basis the rouge should be dried, perfumed and sifted through a 120 mesh.

Naturally, the colour produced by carmoisine does not

suit all complexions, and it is necessary to offer rouges in a range of shades. Carmine (incorporated in ammoniacal solution) gives an excellent rouge of a somewhat bluish shade of red, 5 per cent. being about the correct quantity to use. Eosin (yellowish shade, food-stuffs quality) gives a yellowish shade of red. About 1 to 2 per cent. may be used. The resulting rouges may be mixed together to produce intermediate shades. Armenian bole is a useful addition where a somewhat brownish shade of red is desired. Other cosmetic preparations for which Osmo kaolin suggests itself for use are liquid face powders, including theatrical wet white, dental creams and mud packs. For the last, fuller's earth is usually preferred on account of its peculiar physical properties, but Osmo kaolin yields a product of a more pleasing colour.

Behind the Counter

By Michael J. O'Rourke, M.P.S.I.

A CHEMIST'S shop should not be like a junk shop. It should be clean and fresh at all times. Do not be afraid to use paint and varnish both inside and outside.

A chemist's primary duty is to supply a public need. Quick service. Delivery of goods to time. Watch messenger on this point and check him. After counter come scripts. Compound them at once, and get them out without delay. Check scripts and goods going out.

Civility, cheerfulness and personal attention at counter. Know your work. If you must talk, know what you are speaking about. A chemist is a mixture, profession, business, trade. Keep the professional side to the front. Let customers talk. Most people like to be listened to. Always remember you are the servant of the public when behind the counter. Let customers have what they want, especially new ones. Time enough, when goodwill is gained, to introduce own lines.

Windows should be kept clean and free from dust, changed regularly and seasonally. Have a plan and follow it. If possible, have a speciality and show it in your window. Draw attention to it tactfully when dealing with customers, and if necessary circularise it. Your windows mean money to you. Keep them for your own goods and well-advertised lines showing fair profits. They are your daily newspaper. Make manufacturers who wish to use them pay for them.

Watch your counter and keep your best man on it. No idling about it, but fixing, tidying, etc. Smoking absolutely forbidden. Counter not a place for conversation with friends and acquaintances, with consequent loss of business alertness. Do not let customers make themselves personal friends by dawdling in shop or by long conversations. This is wearying to both parties, and often means loss of customers. It is better to lose a sale than a customer. The goodwill of customers builds up future business. A customer is not always right. Diplomacy meets this situation.

Get rid of all odd lines and dead goods. Turn stock often and do not be out of stock. Make companionate sales whenever possible. Have fewer varieties. Concentrate on well-advertised lines and quick-selling ones. Anticipate popular demands. Watch advertisements in papers, especially ladies' journals; 80 per cent. of customers are ladies. Circularise regularly and in season. Name always at bottom of circular.

The master's example is generally followed by staff. Personal appearance of master and staff never to be neglected. Take pride in shop, and see that assistants take interest in it and in their work and customers. Careless and lazy assistants ruin business. There should be no place in shop for them. Assistants should not be mere price tellers. Price mentioned last. Do not use word "cheap," use "low priced" or "low figured." Sell on quality rather than price. Take an interest in assistants and apprentices. Give them a word of praise when merited. It is a master's duty to train his appren-

tice properly, and to make it his aim to see that he takes out lectures and studies for examinations. A good apprentice makes a good master. A lot of time is wasted by master doing small jobs. Make staff do them. See that they are done well. The master's job is to manage and meet customers, and be there to meet them at correct times.

Have a system in business. Rules of house: (a) Cash business. (b) No credit on wines. (c) No credit to people who have not accounts—when there are accounts, give accounts to right people. Books take up a lot of time and care. They should be done by master himself to avoid mistakes and sending out accounts twice. It pays to keep a book-keeper when volume of business is large. Books should be kept up to date. Best time to work on them is early each morning before real business begins. When opening accounts, always be clear and definite as to length of them (discounts, if any), i.e., week, month, and so on. Furnish for these limits. If not paid, stop credit and ask for explanation. A business man is not a philanthropist. Rather have a name for being dear than cheap. People talk about a "cheap joint." When they want a good article, they go to the man who stocks it. At same time have popular priced goods to meet competition.

Watch your buying particularly. Do not let a firm's representative oversell you. Do not buy because you know the traveller well, or because of his plausibility. In other words, do not buy for sentiment. Remember you must pay for everything you buy, and that there is no sentiment when it comes to settling. Do not buy big quantities on plea of special discounts unless there is a real demand for them, and they are fast-selling lines. Do not buy out of season. When buying see that there is a fair rate of profit on goods. All the profit should not go to the manufacturer and the newspapers which advertise them. Get longest credit possible and best terms. Pay your accounts regularly.

It will pay you to mind your business. No employee will look after it as you can yourself. Do not expect people to patronise you very much if you, as an individual owner, support the multiple shop or chain store for your own purchases. Do not have too many irons in the fire. A business man needs some recreation. He should not let his shop become his absolute master. Judicious interest in local affairs often helps a man on.

Avoid the temptation of profiteering. Hold for standard prices showing fair profits. The price cutter is always undercut. You cannot pay overheads, staff, and make profit for yourself by undercutting. Do not forget that there are other alert men in business besides yourself. It is the man who keeps alert the whole time who comes to the top and remains there. If the foregoing points are observed, the most important point of all, net profit, will look after itself, and be quite satisfactory at the end of the year. If you want net profit, meet your customers with a smile.

Planning Income and Expenditure

By Chandos Bidwell, M.I.B.

GOOD money management is as important in relieving the chemist of financial worries as is the making of sales and the collecting of money due to him. To know two or three months ahead what moneys will have to be disbursed and when and how those demands will be met is the first step to good money management. Those chemists who budget probable expenditure and probable income every month, for a period not less than three months ahead, rest assured that only some very unusual occurrence can precipitate them into a financial crisis, great or small. They know that regular disbursements are provided for. In addition, they always know what moneys they have available for special purposes, for business development, and the rest. There is no fear that they will not be able to foot the bill for the orders they give.

Those who "just hope" that the week's and the month's takings will be adequate to cover their commitments never know this happy security. They may commit themselves in excess of available cash, or miss development opportunities because they are unaware of the likelihood of having a cash surplus. When accounts payable exceed the bank balance, they have in haste to seek credit extension or bank aid. In times of depression, when supply houses handle credit with special care, they may find it difficult, if not impossible, to weather these consequences of their poor money management.

An Effective Plan

All big business concerns budget their finances ahead. Some plan for three months in advance, others for a greater period. They make the estimate for the proximate month with the greatest care. Every new budget—made not later than the 25th of the month for the next period—corrects the previous estimates of two months' financing and adds a new estimate for the third. Chemists should adopt a similar plan. They will soon find that their estimates approximate very closely to actual sales, expenditure and cash balance figures.

First, a chart of regular disbursements should be kept by every chemist. This may be kept in a diary or by a card index. The method is unimportant so long as the chemist is regularly informed of the standing expenses which fall due for settlement every week. Rent, rates, taxes, vehicle licences, insurance, subscriptions—all such items will appear on the chart. The chemist will also add, from time to time, any forward commitments into which he may enter. When this chart is kept up to date no standing expense can take the chemist unawares and upset his financial arrangements. On this chart will appear a number of items which obviously cannot be met out of a normal month's income unless some other item usually paid away is suspended. The best way to deal with such large commitments is to divide the annual total by twelve and to transfer the resulting figure every month to a "Special Disbursements" banking account. Thereafter, these disbursements will always be settled by drawing on this account. That will ensure that every month bears its reasonable share of the year's total expenditure.

The Standing Charges chart will be in front of the chemist when he draws up his budget. From it he will extract such items as are applicable to the period. They are definite. He probably knows, also, the exact amount of all trade accounts which fall due for settlement next month. These he will include on the expenditure side, estimating those which he does not know exactly. He will also put down the amount of the Special Disbursements reserve transfer, wages, drawings, petty cash, cleaning, cost of running and maintaining delivery vans, accountants' fees if due to be paid, and so on.

To the total thus obtained he should add not less than 5 per cent. of itself to provide for contingencies and

under-estimation. Then, the chemist will make similar estimates for the two subsequent months. The regular standing expenses will again be gathered from the chart, and the Special Disbursements transfer remains constant. His forecasts of trade accounts falling due for payment must be less accurate than the equivalent figures in the first month's plan. Yet, on records of past years, and his knowledge of existing stock and of orders already given, the chemist will be able to obtain a figure not far from the actual. He should err always on the side of pessimism.

Covering Income

Three totals of expenditure for three months have to be covered by income. One total of outlay for a three months' period has to be cancelled out by sales and account collections. So next the chemist must budget his takings ahead for one, two, three months. This he cannot do, of course, with the same accuracy which characterised his budget of expenditure. Yet, with the help of the figures achieved over the last three years, the chemist should be able to estimate on a conservative basis to a figure not so far from actual takings as to upset his budget seriously. The average of past years will, of course, be adjusted in accordance with the probable effects of any special circumstances. If the chemist has recently fitted up a new dispensary, or inaugurated a photographic service, he may expect that takings will exceed those of previous years accordingly. But in estimating the productivity of developments such as this let him never be optimistic.

On some occasions the chemist will, without being pessimistic, feel that conditions are such that takings are likely to fall below the average of the previous three years. He must not hesitate to estimate on that basis if he believes it prudent. To the estimated total of income the chemist must now add the cash balance carried forward at the beginning of the month. Deducting from the total the sum of estimated expenditure, he will see what cash balance remains to be carried into the second month of the period budgeted, and, subsequently, from the second into the third and from the third into the fourth.

When he can plainly see that every one of the next three months will be concluded with a comfortable cash balance in hand, all is well. Yet it is when it is found that there will be no cash balance at all, at the end of one or more months, that the chemist will be most thankful for his budgeting. When he finds that outlay is likely to outpace income, he has plenty of time to examine expenditure and see whether any item can be postponed or cut out altogether. If that is impossible, he must seek credit indulgence from suppliers, or go in search of bank aid. To obtain either of these things is generally easy enough when the chemist knows his position in advance and can advise creditors or banker that he expects to show a slight cash deficiency in such a month. It is obvious that this man, who knows the worst about his financial position in advance, is a good money manager, and little difficulty is experienced when he seeks the support of creditor or banker.

The chemist who suddenly finds that cash is not standing up to the demands which standing charges and trade accounts make on it is in a far different position. He has to resort to hasty methods and to "finesse." Both of these are damaging to status and to sleep. Those who do not budget never know whether actual takings are adequate to cover commitments or not. The wise chemist knows, and can act accordingly to protect his credit or his bank balance. Chemists should give more thought than they generally do to money matters—more constructive thought. They must always master, never be mastered by, their business finance.

Personalities

MR. C. HUXTABLE, Ph.C., Paignton, has been installed W.M. of the Miles Coverdale Masonic Lodge, No. 5069.

MR. F. HARPAM, chemist and druggist, Sleaford, has been elected president of the local tradesmen's association.

MR. A. D. FOX, chemist and druggist, Lancaster, has been elected to the executive of the Lancaster Reform Club.

MR. W. F. DOWNES, chemist and druggist, Altrincham, is a candidate at a by-election to fill a vacancy on the urban district council.

MR. J. ROBERTS, B.Pharm., Ph.C., recently addressed the South Wales section of the Society of Chemical Industry on "Emulsions in Theory and Practice."

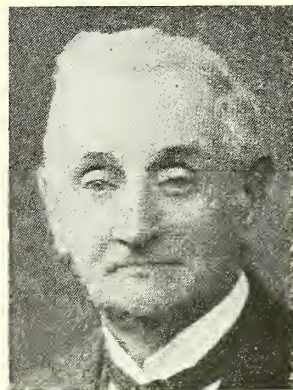
MR. J. G. MARSHALL, chemist and druggist (late of the Station Pharmacy, Belper), was on November 23 installed Worshipful Master of the Beaufrepe Lodge (Derbyshire) of Freemasons.

COUNCILLOR B. HOLDEN, chemist and druggist, Blackburn, has been appointed chairman of the Blind Persons Act Committee, and vice-chairman of the Public Health Committee, of the Town Council.

MR. J. J. SPILMAN, chemist and druggist, Hull, was a successful candidate in a recent by-election to fill a vacancy on the city council. No pharmacist has obtained a seat on the council for the past forty years.

MR. ALFRED J. MERRIFIELD, chemist and druggist, Chagford, has sent us a specimen of the leaflets he uses for local publicity. The message, which draws the attention of the reader to the service rendered by the chemist in connection with the health and welfare of the public, has, we understand, proved highly successful.

MR. THOMAS BATES, for over fifty-two years northern and town traveller for Hirst, Brooke & Hirst, Ltd.,



MR. T. BATES

manufacturing chemists, Leeds, is retiring on December 31. In announcing this event at the luncheon given to Leeds chemists on November 23, Mr. Geoffrey Hirst, governing director, said: "... no company ever had a more faithful servant. During all that period he has charmed wherever he has walked, and the affection which Mr. Bates feels for Mr. Hirst's family and the company is nearly as great, if not as great, as the affection which is felt towards him. He has well earned the rest which he will gain from retirement." Mr. Bates is being succeeded by Mr. James M. Aldwinckle, who will take over the Leeds area while still retaining a portion of his own ground. Mr. Aldwinckle is no stranger to the North, having already completed forty years' service with the company.

MR. MATTHEW HERROD, chemist and druggist, Wisbech, has had the misfortune to lose an eye. He became separated from the other guns at a pheasant shoot, and a barn obscured him from view. A pheasant rose, and was fired at, when one pellet entered Mr. Herrod's right eye. He was taken to Wisbech, where he had medical attention, and later taken to Cambridge, where a specialist found it necessary to remove the injured eye. He is now in a Cambridge nursing home making satisfactory progress.

Births

Notices for insertion in this column must be properly authenticated.

WYNNE JONES.—At Parc-y-Deri Cimla, Neath, on November 27, the wife of H. Wynne Jones, chemist and druggist, Briton Ferry, of a son.

Deaths

BATE.—In the Royal Lancaster Infirmary, on November 26, the wife of Mr. Alexander Bate, chemist and druggist (Bate & Gorst, chemists, 23 Market Street, Lancaster), aged fifty-six.

BIRRELL.—On November 23, Mr. J. Birrell, 7 York Road, Heaton Moor, Stockport. Mr. Birrell represented A. Macnair & Co., Ltd., methylated spirit manufacturers, Ardwick, Manchester, for forty-five years, retiring in December 1929.

BOWMAN.—At 139 Denton Street, Carlisle, on November 23, Mr. Edward Bowman, M.P.S., aged fifty-nine. Mr. Bowman served his apprenticeship to the late Mr. Michael Pattinson, Carlisle. From there he proceeded to the Royal Dispensary, Edinburgh, and qualified in 1898. After further experience in Edinburgh and Manchester he returned to Carlisle, where, after being eight years with Taylors Drug Co., Ltd., he served Mr. T. Ridley for twelve years as manager of his Botcher-gate branch. In 1918 he took over the business at Denton Street on his own account, and has remained there until his death. Mr. Bowman was a lifelong member of the Wesleyan Church. Among the many floral tributes at the funeral there was one from his fellow chemists in the city, one from the West End Bowling Club, and one from Mr. T. and Mr. T. M. Ridley. Mr. Bowman is survived by a widow and a son.

BRINDLE.—In a Manchester nursing home, on November 23, Mr. Frederick Brindle, M.P.S., 31 Leinster Road, Swinton, aged sixty-five. Mr. Brindle was the father of Mr. Harry Brindle, B.Sc., F.I.C., Ph.C., of Manchester University, and of Mr. Fred Brindle, Ph.C., of St. Helens Road, Bolton. He was well known to a large number of pharmacists, especially in the North of England, and has latterly acted as assistant supervisor of the Pharmaceutical Society's written examinations in Manchester. A Lancashire pharmacist (29/11) writes:—

Hundreds of pharmacists will learn with regret of the passing of one of the most popular personalities in pharmaceutical educational circles in the North. Mr. Brindle did yeoman service in a dual capacity in teaching at the Manchester College of Pharmacy, with the late Mr. Charles Turner, during the absence of his son, Mr. Harry Brindle, on war service, and also in the management of the business of his other son, Mr. Fred Brindle, at Bolton. He was loved by all who came in contact with him, and his passing has been a great blow.

BROADBENT.—At Ridley House, Grassington, on November 24, suddenly, Ethel May, the dearly loved second daughter of Mr. G. H. Broadbent, M.P.S., Main Street, Grassington.

CORCORAN.—In a private nursing home in Dublin, on November 24, Mr. James Sydney Corcoran, L.P.S.I., North Circular Road, aged sixty-eight. Mr. Corcoran was for many years at business in Talbot Street before he transferred to North Circular Road.

CRIDLAND.—Recently, Mr. Francis Edward John Cridland, chemist and druggist, 141 Winchester Road, Highams Park, London, E.4. Mr. Cridland was for more than forty years in business at Old Broad Street (Palmerston Buildings), E.C.2, and (as an analytical chemist) was with Townson & Mercer, Ltd., Camomile Street, E.C.3. His great wish was granted, in that he "died in harness," passing peacefully away within two days of his last business attendance.

DUTTON.—At St. Annes-on-the-Sea, on November 21, Mr. J. H. Dutton, chairman of George Dutton & Son (Bolton), Ltd., manufacturing chemists, Crown Street, Bolton, aged sixty-two.

FOWLER.—At his residence, 30 Binswood Avenue, Leamington Spa, on November 17, Mr. George Fowler, Ph.C., aged seventy-four. Mr. Fowler was apprenticed at Tewkesbury, and was an assistant for some time with Allen & Hanburys, Ltd., Plough Court, London, E.C.3. He afterwards successfully carried on businesses at Blundellsands and Cloughton. His health breaking down about the year 1897, he took up farming, retiring two years ago. A good public speaker, he took an active part in church life. Mr. Fowler leaves a widow.

FOX.—Recently, Mr. Richard Anstice Fox, J.P., chairman of F. F. Fox & Co., Ltd., oil and chemical merchants, Little George Street, Bristol. Mr. Fox was the son of the late Alderman F. F. Fox. He was Master of the Society of Merchant Venturers in 1893, and in 1907-08 was president of the Dolphin Society. He was

appointed president of Bristol East Conservative Association in 1904, and held the office for a long period, while of late years he filled the office of president of Bristol North Conservative Association. Mr. Fox was president of the Gloucestershire Society in 1922; he also acted as honorary auditor of the Bristol Infirmary in 1918-19, and was subsequently a member of the committee. In his earlier days Mr. Fox was a keen rider to hounds with the Duke's, and of later years he took up golf.

GRIFFIN.—At Stockport Infirmary, on November 23, Mr. Joseph Thomas Griffin, retired chemist and druggist, Heaton Norris, aged seventy-seven.

HAMBROOK.—On November 18, Mr. Edward Odder Hambrook, chemist and druggist, Tower Hamlets Road, Dover. Mr. Hambrook qualified in 1886.

RIGBY.—At Ashton-under-Lyne, on November 4, Mr. Robert Benjamin Beconsfield Rigby, chemist and druggist, aged fifty-one.

Trade Notes

EX-LAX, LTD., Slough, announce a new packing for their chocolate laxative. Chemists who have not received details of the company's latest bonus terms should write to the above address.

MAXWELL, PLAISTOWE & Co., LTD., 22A College Hill, Cannon Street, London, E.C.4, inform us that Mr. Leopold Laserson, Alte Jacobstrasse 20/22, Berlin, no longer represents them in Germany or elsewhere.

WATER STILL.—Thompson & Capper Wholesale, Ltd., Manesty Buildings, 5 College Lane, Liverpool, who manufacture in this country the Stokes automatic water stills, will send an informative booklet on the various models available to any of our subscribers who write for it.



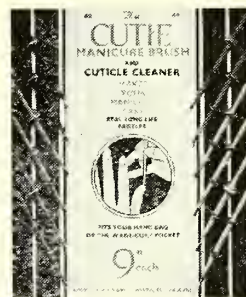
HALIBUT OIL AND MALT. Savory & Moore, Ltd., 143 New Bond Street, London, W.1, have introduced a new preparation which is a combination of halibut-liver oil, extract of malt and irradiated ergosterol. To avoid possible confusion, this product, which is rich in vitamins A, B and D, has had its vitamin content adjusted to that of an average dose of malt and cod-liver oil. Described as toffee flavoured, this extract is distinctly so, both in taste and odour, while in both respects association with fish is almost entirely absent.

ECONOMIC SUPPLY Co., 312 High Road, Chadwell Heath, Essex, have sent us a sample of their Pastitus paste. This is an excellent adhesive for office and general use. It is supplied in boxes, jars and kegs.

ELMESAN (LONDON), LTD., 66 Victoria Street, London, S.W.1, have sent us a sample of their K.D. Air Desiccator. This comprises a perforated tin enclosing blue crystals, which, as they absorb moisture from the air, turn pink. When the latter state is reached the desiccator is heated in an oven for an hour or so until the blue colour returns. The device is then ready to absorb moisture again. The crystals are stated to be inert and to have none of the disadvantages of calcium chloride, while their range of usefulness is almost unlimited.

LENS CLEANERS.—John Baird & Sons, manufacturing opticians, 70 Mitchell Street, Glasgow, C.1, are offering lens cleaners in a variety of designs and sizes.

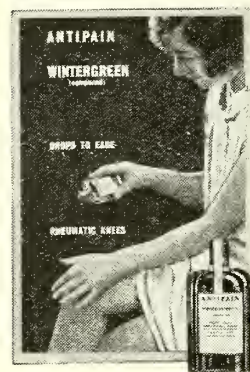
MANICURE BRUSHES.—The attractive card illustrated herewith is not only useful as a display medium, but forms an effective holder for a stock of Cutie manicure brushes, manufactured by R. Addis & Son, Brush Works, Hertford. The brushes are supplied with handles in a variety of colours, including blue, green, black, pink and red, the bristle end consisting of the usual good quality Addis material. The price, as the card indicates, is moderate.



REAGENTS.—Hopkin & Williams, Ltd., 16 Cross Street, Hatton Garden, London, E.C.1, can supply reagents described in the B.P. 1932 for testing pharmaceutical products.

PIVER'S FACE POWDERS.—Parscent, Ltd., 102 Dean Street, Oxford Street, London, W.1, inform us that they have suppressed two colours in their powder series, namely, ocre and ocre rosée No. 1; and have added the three following: Rachel chair, ocre pêche, rose cendrée. A colour card which will be found useful for showing to customers may be obtained on application.

EVANS SONS LESCHER & WEBB, LTD., 56 Hanover Street, Liverpool, have introduced under the title Antipain brand of Wintergreen Compound, a liniment indicated in cases of local rheumatic pains. It is packed in glass sprinkler flats, fitted with bakelite caps. There are two sizes and some excellent showcards available, one of which is illustrated here.



PENETROL, the well-known inhalant manufactured by W. B. Cartwright, Ltd., Rawdon, Leeds, is being marketed in a small size in addition to those hitherto available.

Telegrams:
"Atoleine
Sedist,
London."



Telephone.
Bermondsey
1141

John Bell, Hills & Lucas Ltd.

TRIAD BRAND
EXTRACT OF MALT & COD LIVER OIL
with CHERRY PARRISH'S FOOD

Send for Sample & Prices

Oxford Works, Tower Bridge Road, London, S.E.1

EPHAZONE TABLETS

Regd.

FOR ASTHMA AND BRONCHITIS

Now available for patients under
N.H.I. Act at reduced prices.

SPECIAL PACK MW 3524

STOCKED BY ALL WHOLESALE

The Ephazone Company,

179 Piccadilly, London, W.1 Tel.: Regent 5321

Tubes and
vials of 24
Cat Units,
retail 3/6

From Wholesalers,
or the British
Empire Agents,

MATTHEWS LABORATORIES, LTD., CLIFTON, BRISTOL, ENG

UPSHER SMITH
DIGITALIS
TINCTURE TABLETS

"Ty-phoo" TEA (Owned by
Sumner's "Ty-phoo" Tea Ltd.
Birmingham)

is the rare "leaf-edge" tea which doctors
throughout the country are now recommend-
ing to patients with whom ordinary tea
disagrees.

*Applications invited for sample and terms for
what is claimed to be*

"The best paying line in the trade"

(This Company is not connected
with any other House) (2 3/4% on selling price)

SPECIAL ORDERS SERVICE

BY AIR
FOREIGN MEDICINES
AND PERFUMERY

Wilcox, Jozeau & Co.

(Foreign Chemists) Ltd

15 Great St. Andrew Street, London, W.C.2

SPIRITS OF WINE

DUTY PAID DUTY FREE EXPORT

ABSOLUTE ALCOHOL
ORANGE WINE. B.P. SHERRY
JAS. BURROUGH LTD. 1 Cale Distillery,
LAMBETH, S.E.11
Established 1820

MALARIA

"Tebetren"

a new remedy

*ensuring speedy cure and
absence of relapse.*

"TEBETREN" is a scientific remedy consisting
of salts of quinine alkaloids which have been so
treated with a combination of acridine and the
active principle of bile salts as to be rendered at
least 50% less toxic than ordinary salts of quinine.

"TEBETREN" is indicated as prophylaxis
and cure in all forms of Malaria.

"TEBETREN" does not pigment the skin or
cause cinchonism.

"TEBETREN" is manufactured by Howards & Sons,
Ltd. (Estab. 1797), of Ilford, London, for the Proprietors,
CHEMOPHARM, Ltd., 58 Victoria St., London, S.W.1

"The Chemist and Druggist" COMPACT LIBRARY

WOOTTON'S CHRONICLES OF PHARMACY.

In two vols., maroon cloth, comprising 770 pages.
Price ros. 6d. net, by post 1rs. 3d.

**THE CHEMISTS' DICTIONARY OF MEDICAL
TERMS AND TREATMENT.**

A small book which explains the meaning of medical
terms as to which customers often inquire from
chemists. In addition to concise definitions of these
technical terms, notes are given on treatment of the
more important ailments. Price 3s. 6d., by post 3s. 8d.

DISEASES AND REMEDIES.

Chemists and druggists need to know something about
diseases and their treatment, and this book fills the
gap between books of domestic medicine and standard
works for medical practitioners. (5th Edition).
Contains 264 pages. Price 5s. net, by post 5s. 3d.

PROVINCIAL HOSPITAL PHARMACOPŒIAS.

Uniform with the "Chemists' Dictionary," contains
296 pages and consists of formulas for medical pre-
scriptions used in twenty-two hospitals and infirmaries
in Great Britain outside the London District. Price
3s. net, by post 3s. 2d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON. W.C.2

Branch Offices: Manchester and Sheffield, England;
Glasgow, Scotland; Melbourne and Sydney,
Australia; Auckland, New Zealand

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-
hand suppliers of the unmentioned articles will be appreciated

W/2811. Asthmazine
T/2211. Black Aster perfume
D/2811. Flap-Jack sifter boxes
B/2811. Linthorpe's castor oil
B/2111. Spirit of sulphur (for
coughs)

H/2811. Sulph Vita tablets
(for medicated
bath)
C/1411. Trihydroxyethylamine
stearate (British
makers)

THE CHEMIST AND DRUGGIST

VOL. CXVII. DECEMBER 3, 1932 NO. 2756

The Goodwill of a Business

SOME time ago we reported a case in which a chemist and druggist was awarded compensation against his landlord for loss of the goodwill of his business on being compelled to vacate his shop on the lease of the premises falling in. The claim for loss of goodwill was made under the Landlord and Tenant Act, 1927. Section 4 of this Act introduced into our law the new principle that the tenant of business premises is to be entitled at the termination of his tenancy on quitting the premises to be paid by his landlord compensation for goodwill, subject to the conditions laid down in the Act. Generally speaking, the nature of the tenancy is immaterial; all that is required is that the place should be held under a contract of tenancy. But the tenant must be able to show that the goodwill has been attached to the shop because either he himself or some person or persons to whom he succeeded in the business had carried on some trade or business in the premises for a period on the whole of not less than five years, and that by reason of this the place could be let at a higher rent than if no goodwill had been attached to it.

The Main Principle

The root principle is that the landlord is to pay for what he gains by taking over the premises with the goodwill, not for what the tenant loses by vacating them. Hence the provision in the Act that in fixing the sum to be paid as compensation for goodwill, if it is proved that the premises are to be demolished wholly or partially or are to be used for a different and more profitable purpose than that for which the tenant used them, the Court must take account of this demolition or change of use as limiting what in fact the landlord gains. The wording of the Act also precludes anything being allowed for personal goodwill, as this cannot be said to be "attached" to the premises. The Court has also to disallow any part of the claim for compensation which is attributable solely to the situation of the premises. And whatever may be granted to the tenant for loss of goodwill may be granted subject to his giving an undertaking that he will not carry on the same business within a certain distance of the old one. The landlord, too, is also allowed to prove that the value of the goodwill has been created or increased owing to restrictions placed by him on the carrying on in the neighbourhood of a competitive business of the same kind as that in respect of which goodwill is claimed.

Details of Procedure

If the tenancy is terminable by notice, the tenant must serve notice of his claim to compensation on the landlord within one month after the landlord's notice to quit has been served on

him. Here it may be pointed out that there can be no claim to compensation for goodwill if the tenancy is terminated by a notice to quit given by the tenant to the landlord. In the case of a tenancy terminable otherwise than by notice, such as would be the case where the premises are held on lease, the notice of his claim for compensation has to be given by the tenant not more than thirty-six and not less than twelve months before the termination of the tenancy. Upon receipt of the notice, if the landlord does not admit the claim, he has two months within which he may offer to the tenant that he will, in lieu of a money compensation, grant him a renewal of the lease of the premises for a period not exceeding fourteen years on such terms as may be agreed upon, and, if the parties cannot agree, upon such terms as the Court may fix. The tenant in turn is given one month within which he may accept this offer. Otherwise it lapses. The tenant also is allowed by the Act to claim a renewal of his lease instead of compensation in money, provided he gives notice of this claim within one month of service upon him of the notice to quit or within not less than nine months of the expiration of his lease if he is holding on a lease. When the suit has been commenced by the usual process of the Court, it is the practice to refer the further investigation of the claim to one of a special panel of referees instituted under the Act. The parties then appear before the referee and either in person or by counsel put their case and tender evidence in the usual way—subject to the statutory restriction that except in special circumstances not more than one expert witness is to be called on each side. The referee gives his decision in the form of a report to the County Court judge. Notice is then given to the parties of the date on which the judge will consider the report, and after hearing each side he gives his judgment, adopting it or so much of it as he thinks fit. There is a right of appeal on the law from the County Court to the High Court.

"C. & D." Retail Price List

THE drug index of price changes for the month of November shows only a slight change, being 146.8 against 146.6 in October. At the corresponding period last year the figure was 131.9. In November 1931 the drug index began to show the steady rise characteristic of drug prices throughout the present year. The index of prices for surgical dressings shows no change, the figure being 136.4, as against 135.0 in November last year. The changes in retail and dispensing prices for the month are as follows:—

Cost			Selling Price			
			16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
39	lb.	Apii grav. sem. ..	5 0	1 5	0 5	—
36	lb.	Inf. aurantii conc. ..	—	1 4	0 5	0 1
40	lb.	Lupulus ..	5 0	1 5	0 5	—
28	oz.	Menthol ..	—	—	4 1	0 7
108	oz.	Orthocaina ..	—	—	—	2 3
10	oz.	Salol ..	—	—	1 6	0 3
90	dr.	Santoninum ..	per	gr.	0 4	12 10

Pharmaceutical Society of Great Britain

Lectures on the British Pharmacopœia, 1932

The following programme of lectures has been arranged to provide an explanation of the various requirements of the British Pharmacopœia, 1932, with a view to assisting pharmacists and others who have occasion to use it. The lectures will be given in the lecture theatre, 17 Bloomsbury Square, London, W.C.1, at 8.30 p.m., during January, February and March. Admission by ticket, obtainable from the secretary, 10s. for the course; members of the Society free of charge.

Date	Subject	Lecture
January 5	The Inorganic Chemical Substances	T. T. Cocking, F.I.C., Ph.C.
" 12	The Crude Drugs ..	T. E. Wallis, B.Sc., F.I.C., Ph.C.
" 19	The Substances of Animal Origin, Vaccines and Serums and Biological Assays	J. H. Burn, M.A., M.D.
" 26	The Alkaloids and Alkaloidal Salts	T. A. Henry, B.Sc., Ph.C.
February 2	The Organic Chemical Substances	W. H. Linnell, Ph.D., Ph.C.
" 9	The Essential Oils ..	C. T. Bennett, B.Sc., F.I.C., Ph.C.
" 16	The Fixed Oils, Fats, Waxes and Resins	N. Evers, B.Sc., F.I.C.
" 23	The Assays of the Crude Drugs and Alkaloidal Preparations	P. A. W. Self, B.Sc., F.I.C., Ph.C.
March 2	The Galenical Preparations (1)	H. B. Mackie, B.Pharm., Ph.C.
" 9	The Galenical Preparations (2)	H. Berry, B.Sc., A.I.C., Ph.C.
" 16	The Manufacture of the Galenical Preparations	B. A. Bull, Ph.C.

Diploma in Biochemical Analysis

Mr. H. N. Linstead, secretary and registrar of the Society, writes as follows regarding the Society's diploma in biochemical analysis:—

"A course of instruction leading up to the examination has been arranged at the Society's School in Bloomsbury Square. The course, which will be held on Wednesday and Friday evenings at 6.30 p.m., will commence on Wednesday, January 4, 1933, and, with the exception of the Easter vacation, will continue until the end of June. The examination this year will be held as soon after the finish of the course as can conveniently be arranged. The fee for the course of about forty-five periods, each of three-hour duration, is £10 10s., and for the examination £5 5s. The examination comprises one three-hour written paper, two three-hour practical papers, and an oral period. Candidates for the examination must be members of the Society. Any person interested in these arrangements will gladly be supplied with a copy of the regulations and syllabus if application is made to me. Those wishing to attend the course should give notice of their intention at the earliest opportunity in order that adequate accommodation can be assured."

Edinburgh Evening Meeting

THE opening meeting of the present winter session in Edinburgh was held at 36 York Place on November 18, Mr. J. B. McVittae (chairman of the Executive) presiding. There was a large attendance.

The CHAIRMAN said it was not an easy thing to pass the nine days' examination required to obtain the Pharmaceutical Chemist diploma. Ten persons had been successful, and he had to convey to them the hearty congratulations of the Council of the Society, of the

Executive of the North British Branch, and of this large and representative meeting.

The diplomas were then handed to the successful candidates.

The CHAIRMAN said they had now come to the principal business of the evening, namely, to hear what he felt sure would be a very interesting lecture by Dr. R. J. D. Graham, Lecturer on Botany in the University of Edinburgh. He had pleasure in calling upon Dr. Graham to give the inaugural sessional address:—

From Sea-Shore to Mountain Top

[ABSTRACT]

THE domestic economy of plants is bound up with the ordinary green plant, which is a huge laboratory manufacturing foodstuffs which the plant uses and which we also use. In order to be an efficient machine it wants as great a green expanse as possible; but if the plant develops a large green expanse it is in danger of losing too much water. Thus we have in the plants a balance between the amount of water which can safely be lost and the amount of green material which can be spread out in order to do the manufacturing work. The economy, therefore, or cash, or means which comes to the plant, is water, and it is in the use of this water that the plant exercises the most wonderful economy. I am going to show you a series of slides passing from the sea-shore to the top of Ben Lawers. From the slide on the screen you can see that light is focused by the plant cell, and from another slide you can see the cell showing a photographic picture of Darwin, who probably did not realise that while he was examining a plant tissue through the microscope the plant was taking a photograph of himself. From the slides showing various coloured flowers you will see how they are indicators.

In presenting to you a series of pictures of the vegetation of Scotland it is proposed to introduce to you not a botanical study, but a series of problems which, it is hoped, will prove of general interest. Ecology endeavours to study the different groupings of plants as they occur, and to trace their relations to soil and climate and to one another. That ecology finds no place in the curriculum of study set out by the Society is a matter of regret. The sea-shore has problems for the plants that find a home there. Above high tide levels on sandy shores are sea rocket, sea purslane and salt-wort; on the seaward side of the sand dunes are maram grass and lymegrass, which help to fix the moving sand. Sun and wind together make plant life hard; the sand is dry and the plants are liable to be buried by its movements. In the dunes there is little or no water. On the strand the water below the surface is salt. All the plants show extensive anchoring systems below ground, while the leaves are protected with wax which gives the plants their characteristic grey tint. The strand plants are fleshy, due to water storage, and are annual, while the perennial grasses have rolled leaves to limit water loss and a wonderful power of recovery when buried. Where the coast is rocky, thrift, scurvy grass and the buckthorn plantain are found. They get little water by their roots and are exposed to wind often laden with salt spray. The compact rosettes nestling close to the fissures in the rock expose a minimum of surface to wind and sun. In the salt marsh are glass-wort, sea plantain, sea spurry and sea milkwort, all adapted to conserve their water supply. The salinity of the water in the marsh and the poor aeration of the soil render water absorption by the roots difficult. Further analysis of the water and of the air content of the soil deserve attention, as these factors determine the occurrence of particular groups of plants. To the landward side of the dunes are the golf links on soil consolidated by the sand-binding plants which have made possible a thin skin of turf. The plants have to contend with exposure to wind, and this combined with the scanty water supply makes tree growth difficult.

Further inland are the carse lands occupying the old raised beaches. Here the natural vegetation has been much interfered with by man. Conditions for plant life are easy, and originally the whole area was occupied woodland. The undergrowth in the woods is faced with the problem of insufficient light. Satisfactory means for measuring comparatively the light intensity and the quality of the light have still to be discovered. The plants overcome the handicap in two ways. Wild hyacinth, garlic and primroses make the ground a picture before the trees develop their leafy canopy. The storage organs developed in these lowly plants enable them to make an early start before the supply of light is limited. Honeysuckle, ivy and brambles climb or scramble upward to get their share of the requisite light. In depressions water collects and ponds are formed surrounded by trees with a fringe of marsh vegetation. The problem in the marsh is connected, not with water supply, but with air supply, and the plants are soft and spongy, owing to extensive ventilation system. Surrounding the carse lands are slopes of boulder clay rising towards the hills beyond. On the exposed slopes up to 2,000 ft. grass land and heather find a place with pine or birch woods in protected places. With increasing soil and water the grassland changes to moorland consisting of deer sedge, cotton grass and sphagnum bogs. The water and decaying vegetation render the soil acid and hinder root absorption. Drought-resisting grasses and sedges are found on the western slopes, while heather occupies the drier eastern sides. The presence of tree remains amongst the peat indicates the changes in climate which have occurred in the past.

Above 2,000 feet are the Arctic-Alpine plants. The dingy grass moor gives place to verdant pastures characterised by the presence of the Alpine lady's mantle. Drainage is better, and the numerous springs supply water no longer acid; except for exposure, conditions are again easy for plant life. These Alpine grass lands lying towards the south lead upward to the corries with their surrounding crags which guard the summit. The corries, where they cut into the southern and southwest flanks, contain the real gems of our native Arctic-Alpine species. The Alpine forget-me-not, the Alpine saxifrage and the small gentian find their homes here. They are sheltered from the wind, inhabit a rich soil formed from the erosion of the rocks above, and water is plentiful. On the ledges of the crags are forms of thrift, scurvy grass and bladder campion, plants which occur on the seashore cliffs. Conditions again exist in which they can successfully compete. Above the crags lies the summit, reached over bare ground covered with mountain detritus. Exposure to wind is intense, the soil is porous, holding little water, and little snow lies on the exposed surface. The plants found are hardy survivors of vegetation, chiefly mosses and lichens, though in the shelter of the stones will be found Britain's smallest tree—the dwarf willow. Looking back over the path we have ascended, we see pasture and moor, heather and bog, marsh and wood. These names we associate not only with types of vegetation but with characteristic soil conditions. The relation of the type of vegetation to its habitat is the special province of ecology, and in that relationship we find that the work of the soil chemist, the physicist and the botanist have all combined. A full understanding of ecology is not an academic pursuit, but lies at the very foundation of the fullest enjoyment of the produce of the land. (The address was illustrated by lantern slides.)

Vote of Thanks

Mr. GUTHRIE (Glasgow), in moving a vote of thanks, said they had listened to a charming, educative and generally interesting and useful lecture. The interest was wider even than botany. He noted with particular interest the references to the production of loam by mixing other kinds of soil. He had noted that in the North of Scotland experiments on a large scale had been going on in the converting of almost useless peat soil into good cereal-producing loam. These experiments suggested that even if the worst came to the worst they had in many parts of Scotland ample fields of labour in the converting of peat land into wheat-producing land.

Professor ELLIS (Glasgow), in seconding the vote of thanks, said he had noted many points of interest. One in particular was the action of light upon plants. He would be glad if some of their professors would tell them something about the use of ultra-violet rays and their action on the chlorophyll in plants.

Professor BARGER (Edinburgh), said he had great pleasure in supporting the vote of thanks to Dr. Graham for his most charming lecture.

The CHAIRMAN, in conveying the vote of thanks, said he was glad to learn that better methods were now adopted in the teaching of botany.

Dr. GRAHAM acknowledged the vote of thanks.

On the motion of Mr. HARLEY (Musselburgh), a cordial vote of thanks was accorded to the chairman.

Branch Meetings

Edinburgh.—A meeting of the Edinburgh and South-Eastern Scottish Branch was held on November 23, Mr. Peter Nisbet (Leith) presiding. The chairman referred to the deaths of two members, Mr. John Muir of Edinburgh and Mr. William Baillie of Peebles. The committee had requested Mr. Thomas Wilson, of Burntisland, to redeliver the address which he gave at a delegates' meeting of the British Pharmaceutical Conference in Aberdeen on *The Possibilities of Developing the Pharmaceutical Side of a Chemist's Business* (C. & D., October 29, p. 531). Mr. Wilson said, by way of preface to his address, that it was a good thing to turn aside and take stock, and try to ascertain in what direction things were moving. There were two streams very evident, one of which was moving rapidly, namely, educational progress. There was another stream, perhaps not flowing so noisily, which caused some of them serious thought. He referred to the fact that the general practice of pharmacy was not by any means so common at the present day as it was in the olden days. Mr. Wilson then redelivered his Conference address. A discussion followed. Mr. John Gilmour (Dunfermline) said Mr. Wilson was a typical example of the combination of the ideal and the practical. He would like to support the view that they should endeavour to adhere to the ideal of making as many preparations in the pharmacy as was possible. Mr. Rutherford Hill said he was delighted to see such an excellent audience. In the Society they had decided to combine what he called the philosophers with those who might be called the bread-and-butter pharmacists. Mr. David Harley (Musselburgh) said Mr. Wilson had indicated how they should maintain a full proportion of strictly pharmaceutical work. It was necessary to have this in order to justify their title and qualification. Mr. John Skinner (Stirling) said he would suggest that when the secretary sends the receipt to a student who has registered as an apprentice or student he should send him a notebook with a list of preparations to be made during apprenticeship. Mr. Charles Stewart (Kirkcaldy) said he thought Mr. Wilson had made out a very good case in favour of the pharmacist making his own galenical preparations. Mr. J. B. McLaren (Kirkcaldy) said one difficulty in the pharmacist making his own galenical preparations was the fact that these were not ordered by prescribers. There was no use making preparations for which there was no demand. Mr. John Carmichael (Leslie) said he remembered well the olden days when they made their own galenicals and stock pills, but times were changed. Mr. Wilson, replying, said he was encouraged by the general consensus of opinion in favour of the views which he had expressed. He dealt with the points raised. Mr. Gilmour (Dunfermline), in moving a vote of thanks to Mr. Wilson, which was enthusiastically accorded, said one chief value of Mr. Wilson's address was bringing before them the necessity for having vision in pharmacy. The chairman intimated that there would be an opportunity for asking questions on any matters of interest. Mr. Rutherford Hill, who was present, dealt with these. On the motion of Mr. Harley (Musselburgh) a cordial vote of thanks was awarded to Mr. Charles Stewart, who had made the local arrangements.

Polishes

By Alfred B. Searle, Consultant

POLISHES may be divided into several classes according to their composition, their dominant properties, and the manner in which they produce the desired effect. Polishes for metals consist essentially of a detergent and an abrasive, and they operate chiefly by removing dirt, oxide, and portions of metal which project from the surface, so that the polished surface is produced by a process of rubbing away all irregularities. Wood polishes operate in the opposite manner, and after a preliminary smoothing of the surface to free it from excessive irregularities, the polishing of wood consists chiefly in filling up irregularities and so building up a fresh surface, which is smooth and fine enough to reflect the light. Leather-polishes resemble those used for wood in so far as they build up a new surface, but the materials used must be much more flexible than those applied to wood, or the surface would soon crack. Painted surfaces are polished by a process of rubbing to ensure a preliminary smoothness, but are afterwards coated with a material which gradually dries with a glossy surface. Varnishes and lacquers are the chief substances used for the latter purpose. To-day, most purchasers require a preparation which will produce a bright surface with a minimum of labour, and, for that reason, various kinds of lacquers are rapidly replacing true polishes—the latter term being restricted to a surface produced by abrasion, whilst a lacquered surface is merely a coated one. It is obvious that true polishing must necessarily be a slow process, because the surplus (projecting) particles must be rubbed away, and this requires far more time than lacquering or varnishing in which the hollow parts of the surface are merely filled with some material, of such thickness that it just covers the whole of the original surface and forms a fresh surface above it.

Metal-Polishes

When the surface of the metal is to be seen, it must first be smoothed sufficiently, and a polish thereby produced. Afterwards this reflecting surface may be maintained by coating the metal with a suitable lacquer. Until a few years ago it was regarded as impracticable to apply the lacquer to articles in regular use, and the surface had to be maintained in good condition by frequent rubbing. At the present time it is not unusual to apply a coating of lacquer, and thus to enable the reflecting surface to be retained for a considerable time. When the coating of lacquer has been damaged, the articles must be kept bright by frequent rubbing with a polish as distinct from a lacquer. Hence, metal-polishes are of two kinds—those used to produce a bright surface of metal, and those used to coat the polished metal, so retaining its brightness. The first of these are polishes, and the second are lacquers. The essential feature of any metal-polish is its abrasive action. If the metal is new and quite clean, polishing consists in rubbing down the irregularities by means of an abrasive. Emery powders, arranged in a series of gradually increasing fineness, are employed first, and when even the finest emery can do no more than produce fine scratches on the surface a still finer and softer powder must be used. Rouge is the most popular material for this purpose, but for the best work alumina or chromic oxide is employed. It is essential to prepare these abrasives very carefully, as a single coarse particle in an ounce of powder may destroy the result of several hours' work. Hence, these fine polishing powders are made by levigation or by the use of an air-separator; even the finest sieves are far too coarse to separate some of the undesirable particles. It is useless for the retail chemist to expect to prepare these powders himself. For polishing domestic and other metallic articles in regular use, the process outlined above is unnecessarily slow, and, in addition, a deter-

gent as well as an abrasive action is needed. Moreover, as the process of polishing must be renewed almost daily, the materials used must be very cheap. The detergent most commonly employed is paraffin, as this readily removes grease and "dirt" associated with it. In some polishes a little ammonia, or a little soap, is added, or one of the numerous synthetic solvents, such as hexanol, is substituted for the paraffin. The sole purpose of the detergent is to loosen and dissolve the adherent dirt, and it does not, in itself, produce a polish. The abrasive most generally employed is some form of very finely divided silica or a siliceous rock, such as kieselguhr or pumice. The particles must be "dust-fine" and highly angular, or they will not do their work properly without serious scratching. In this latter respect the presence of a little soap is often an advantage, as it enables the abrasive to remain longer in suspension, and minimises its scratching, as distinct from its polishing effect. Ground sand is not a satisfactory abrasive, though used in some of the cheaper polishes. It is much too coarse, and the grains are too round. Suitable natural silica is scarce in this country, though some "rotten-stones" are fairly good. Better materials are imported from the volcanic regions of Germany and Italy, by the large manufacturers of metal-polish. The proportions of the various ingredients scarcely matter. There must be sufficient liquid to enable the polish to be applied readily; the quantity of detergent is unimportant so long as enough is present to clean the surface. The main ingredient is the abrasive and this may constitute two-thirds of the mixture. Several abrasives may be mixed together and one efficient, but rather expensive metal-polish contains:—

Prepared chalk	...	...	...	1 part
Levigated pumice	...	...	...	2 parts
Levigated rotten-stone	...	...	or other	
form of silica	...	...	...	4 parts
Jeweller's rouge	...	...	...	1 part
Paraffin	...	...	...	3 parts
Liquid ammonia	...	...	...	1 part

A simpler polish can be made of two parts of curd soap, five parts of paraffin, and six parts of the finest silica flour. The soap is "melted" in the paraffin in a water bath, well away from flames, and the silica-flour is then added gradually to the mixture. Chalk may replace the silica, but the polish so produced is less rapid in its action. Diatomite or kieselguhr is an excellent abrasive for use in metal-polishes if all the coarse particles and dust have previously been removed. The material should not have been ground in a pebble-mill, but in a disintegrator, so as to preserve the sharpness of the grains. The coarse material separated by screening must not be passed through the mill. Two typical metal-polishes containing diatomite are:—

I				
Diatomite	...	...	...	14.5 parts
Rouge	...	...	...	35.0 parts
Palm oil	...	...	...	43.0 parts
Castile soap	...	...	...	6.0 parts
Oxalic acid	...	...	...	1.5 parts
II				
Diatomite	...	...	...	4 lb.
Wood spirit	...	...	...	$\frac{1}{2}$ pint
Paraffin	...	...	...	1 gallon
Hard soap	...	...	...	1 oz.

The use of oxalic acid in polishes was at one time common, but though it is an excellent cleansing agent its poisonous properties make it objectionable. To mask unpleasant odours or to make the polish pleasanter when in use a small proportion of cheap perfume is sometimes used. Almost any synthetic perfume can be used, provided that it has no tendency to cause coughing. Amyl acetate is so commonly used that it is best

avoided. The following oils or mixtures of them are suitable:—

Oil of rose geranium
Oil of patchouli
Oil of lavender
Oil of bergamot
Oil of citronella
Oil of wintergreen

As novelty of odour is an advantage, the polish-manufacturer should make extensive inquiries of the manufacturers of synthetic compounds and should select what he prefers; choice of a perfume is wholly a matter of personal preference.

The proportion of liquid to solid matter in a polish determines whether the product is a paste or a liquid polish.

In preparing a liquid polish it is very desirable that the abrasive should remain in suspension. If it is too coarse it will "settle out." To prevent it from doing this a little soap may be added, but this is only a palliative. To ensure a permanently suspended abrasive the mixture must contain very finely divided abrasive, and it should be suspended by very thorough milling. For this reason, few metal-polishes made on a small scale are as satisfactory as those made in a factory devoted solely to their manufacture. In some of the newer metal-polishes colloidal clay is used as the suspending or emulsifying medium. A typical polish containing it is:—

(a) Tripoli or diatomite	...	...	16
Colloidal clay	...	...	10
Trihydroxyethylamine hydrate	...	...	2
Water	...	...	260
(b) Pine oil	...	...	4
Oleic acid	...	...	4
Naphtha or equivalent	...	...	120

Add (b) to (a), stir well, and then add 12 parts of ammoniacal liquor and stir well. If properly prepared this polish will not "separate."

A modern polish, which is useful for silver as well as other metals, is made by suspending 7 lb. of diglycol stearate uniformly in 7 gallons of water at 150°F. and then adding:

Tripoli (or equivalent)	...	...	50 lb.
Soda ash	...	...	1 lb.
Trisodium phosphate	...	...	1 lb.
Oil of clove (or equivalent)	...	...	4 oz.

The mixture must be well stirred so as to produce a smooth paste.

Lacquers

When an article made of brass or other metal is to be coated with a lacquer to preserve its brightness (as distinct from the use of a polish to make it bright) either a shellac lacquer or a cellulose lacquer may be used. Typical shellac lacquers consist of shellac or gum-lac dissolved in spirit, a little dragon's blood or other colouring agent being sometimes added to produce a reddish tint which is regarded as pleasanter than the effect of a colourless lacquer. Some lacquers of this kind contain several gums—mainly to cheapen the product, sandarac, gum-elemi, gamboge, and seedlac being used for this purpose. The proportion of spirit required must be found by trial, as these gums and lacs vary greatly in solubility and no definite proportions can be maintained. For a rough figure, a 5 per cent. solution is useful, but it can only be regarded as a basis for experiment. The cheaper gums and lacs require to be used in large quantity; thus, with seedlac amber and some specimens of sandarac, a 15 per cent. solution may be required. Although alcohol is chiefly used as a solvent, some of the gums and lacs are more soluble in turpentine and in turpentine-substitutes. Among the newer solvents, methyl acetate, methanol, diacetone, alcohol acetone, and butyl alcohol are particularly suitable. In preparing lacquers from natural gums, solution is effected more rapidly if an equal volume of sharp sand is mixed with the gum before adding the solvent, and if the whole of the ingredients are rubbed well during the mixing. The sand then breaks down the gum into

small particles which, being separated, are brought into more intimate contact with the solvent and are dissolved more rapidly. On allowing the mixture to settle, the sand forms a sediment and the solution can be decanted. All lacquers of this kind require several weeks before solution is complete. Cellulose lacquers are also suitable for brass and other bright metals. They are chiefly made by dissolving celluloid or nitrocellulose in acetone or one of the solvents just mentioned, a 5 or 10 per cent. solution being used according to the thickness of the coating desired. When an extremely thin coating is sufficient, a more dilute solution—sometimes as weak as 1 per cent.—will suffice. Those who prefer to start their experiments with one or more recipes—to be altered according to local circumstances—may like to try the following:—

Lacquers for Brass

I				
Seedlac	...	...	...	3 oz.
Methylated spirit	...	...	...	1 pint
Annatto	...	...	...	$\frac{1}{4}$ oz.
Saffron	...	...	...	$\frac{1}{4}$ oz.

II

Place several pieces of clear, colourless celluloid in amyl acetate, and if these dissolve in three days add more celluloid. Shake vigorously each day for a week, allow to settle, and pour off the clear liquid for use. This lacquer may be coloured yellow by annatto, turmeric, or by any basic yellow dye.

III

Gum lac	...	...	...	16 parts
Dragon's blood	...	...	...	4 parts
Curcuma powder	...	...	...	1 part
Methylated spirit	...	...	...	320 parts

To effect solution the mixture should be kept warm and shaken frequently.

Lacquer for Silver

Use either No. II (above) or the following:—

White shellac	...	...	...	5 parts
Methylated spirit	...	...	...	100 parts

The mixture should be kept warm and shaken frequently for a week. It should then be allowed to stand until sufficiently clear and the liquid decanted for use.

Polishes for Windows

A profitable little side-line may be made by selling a polish for windows, particularly in the working-class districts of large- or medium-sized towns. Most of the well-known liquid polishes for metal will serve excellently, but a greater profit can be made by packing an "own-name" preparation. The essential properties of such a polish are a strong detergent action to suspend the grease, a mild abrasive to loosen the grease and dirt before the detergent can suspend it, and a liquid which will not affect the hands of the user or the window frames. A cheap and easily-produced window-polish may consist of:—

Precipitated or air-separated chalk	...	...	10 lb.
Finely ground quassia chips or quillaia bark	...	...	1 lb.
Finely-ground rock ammonia	...	...	1 lb.

The above ingredients should be thoroughly mixed, and may be sold in cartons in the powdered state or mixed with sufficient water to form a mobile cream and then sold in bottles or tins. A little rouge or aniline dye may be added to disguise the other materials, if desired. The liquid mixture should be allowed to dry on the window, then wiped off with a cloth, after which the glass should be polished with a chamois leather or one of the equivalent yellow cloths now sold for the purpose.

(To be continued.)

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN.—The calendar of the Pharmaceutical Society of Great Britain for 1932-33 has been issued, and is obtainable (price 3s. 6d.) from the Society, 16 and 17 Bloomsbury Square, London, W.C.1, and 36 York Place, Edinburgh.



AT THE PHARMACEUTICAL SOCIETY

THE WORLD'S CHAMPION GARGLER GIVES A DEMONSTRATION

Reproduced by permission of the Proprietors of "Punch"

The Dominant Eye

THERE are several methods of ascertaining which is the dominant or fixing eye. A person having the use of only one eye cannot usually estimate distances as well as someone with normal vision, and this is roughly explained by saying that distance can be judged by the convergence effort required. While it is true distances are judged by convergence effort, the matter is not quite so simple as that. Actually, only one eye (to quote Sheard) "converges to give single binocular vision, and hence fulfils its function of estimation of distance and actual location of the object in space." In the passage quoted Sheard is referring to the non-dominant or non-fixing eye. The dominant eye sights, or fixates, the object. When an object in space is viewed and an endeavour made to form an opinion of its exact position three dimensions are taken into consideration. The dominant eye notes two, giving the exact direction, and the non-fixing eye transmits to the brain an impression of the third, which is the distance or depth. It is well known that a person will stumble through errors of judgment if the dominant eye is occluded, and if either eye is occluded one would experience difficulty in placing the point of a pencil directly on a cross on a page of a notebook as it lies on a desk. If each eye, then, has different work to perform there must be a dominant and a non-dominant eye, and care must be taken to bear in mind the different functions when prescribing. One of the commonest methods of determining the dominant eye is by having the subject facing the refractionist, and holding between the palms of his outstretched arms a pencil or a scotometer target. The refractionist closes one eye and asks the patient to hold the pencil in a straight line with the eye remaining open. The patient, of course, keeps both his own eyes open, and the optician assumes that the dominant eye is the one appearing in line with the pencil as he looks

at the patient. The foregoing is a fairly reliable method, but the following procedure is simpler and more easily checked. A piece of cardboard, about 9 in. by 6 in., with a 1-in. diameter hole in the centre is held at arm's length by the patient, and any letter or figure on the chart is viewed through the hole. While the patient is still looking at the object, one eye is occluded. If the object is still seen, then the seeing eye is dominant. To check the result quickly occlude the other eye and the object should be obscured. It is advisable to impress the patient with the importance of keeping the cardboard perfectly still while the test is in progress. When the first occlusion causes the disappearance of the object in view, occlusion of the other eye should make it re-appear, proving the eye first occluded to be dominant. Statistics compiled by reliable authorities show that in about 70 per cent. of cases a right- or a left-handed person is correspondingly right or left eyed, the remaining 30 per cent. being right handed and left eyed or vice versa. There would appear to be a definite association between hand and eye, and many cases are on record where left-handed children have commenced to squint as a direct result of trying to write or perform other functions with the right hand. Great importance is now attached to taking account of the dominant eye when prescribing prisms. Dr. Charles Sheard says: "If prismatic corrections are incorporated in the glasses prescribed, do not place a prism in the lens worn before the dominant, or sighting, eye." Another, and later, method is to divide the prism power between the two eyes, taking into account the median plane. That is to say, after first making duction tests of each eye, the prism power is divided proportionately according to the muscular deficiency or imbalance present. Observing this principle, it is quite possible for a prescription to embody base in before one eye and base out before the other.—S. H. L. (18/11).

Perfuming Industrial Spirit

THE excessive duty levied upon rectified spirit in the early post-war days caused producers of eau de Cologne and lavender water to find new formulas that would allow of much greater dilution with water; next came the era of terpeneless oils. Then isopropyl alcohol caused another revolution in compounding, so that the characteristic odour of this alcohol could be masked or made less pronounced. Now, industrial methylated spirit being allowed as a solvent, further experiments are necessary. But there is still the methylated odour to be reckoned with, therefore the formula must contain as much water as possible to help to soften it. Those who are accustomed to the handling of industrial methylated spirit will know that quite passable toilet preparations can be produced when the formula contains 35 to 40 per cent. of water. Formulas for eau de Cologne and lavender water to contain this percentage of water would make necessary the use of terpeneless oils, or at least a large percentage of them, in which case the cost would be greater than desired.

The Value of Isolates

A much cheaper formula can be produced by combining essential oils with a goodly percentage of synthetics; these to be, as far as possible, natural isolates, as they are softer in tone. Natural isolates, which are the esters derived from essential oils, are homogeneous compounds that form the characteristic odours associated with them. Say, for example, that linalol is employed as a constituent of artificial neroli; that obtained from bois de rose oil is much to be preferred than a mere synthetic product, and again will be found stronger in use than bois de rose itself. Likewise linalyl acetate, the principal ester of bergamot oil, if also obtained from linalol (from bois de rose) will be found much more natural than the synthetic. In fact, with a slight amount of citral will be equal to many terpeneless bergamots now offered—and much cheaper. There are, of course, a few exceptions, the chief one being citral, which gives oil of lemon its distinguishable odour and is present in the proportion of 3 to 5 per cent. In this case the terpeneless oil is much better to use at present-day prices; the natural isolate from lemon-grass not only is apt to discolour the preparation, but is harsh and persistent in the finished product. Citral from lemon costs as much as the terpeneless oils, so no economy can be exercised by its use. "Water-white" and "chemically pure" do not give the desired tones.

Devising a Formula

Now taking a formula for eau de Cologne—not necessarily one of distinction, but for the purpose of demonstration—it will be shown, by experiment, that if rectified spirit be used as a solvent for the oils the same formula needs considerable adjustment with industrial spirit. The delicate effect of the combination of lemon and bergamot oils is lost.

Original		Readjusted	
Lemon oil ..	3ij.	Lemon oil ..	3j.
Bergamot oil ..	3ij.	Terpeneless lemon oil ..	3jss.
Neroli ..	3ss.	Bergamot oil ..	3j.
Petitgrain ..	3j.	Linalyl acetate (bois de	
Rose Bulgarian ..	℥v.	rose ..	3j.
Rectified spirit ..	Css.	Neroli, artificial ..	3ss.
Distilled water ..	Oss.	Rose, artificial ..	3ij.
		Industrial spirit ..	Cj.
		Distilled water ..	Css.

It is not intended to replace a portion of the lemon oil with the equivalent of terpeneless oil, otherwise the amount of the latter would read 24 minims (about). The natural lemon and bergamot are only employed as toners; it is an interesting experiment to leave them out and then compare the products—there is a surprising difference. In practice, 3iss. terpeneless lemon would represent about 3iv. natural oil, 3j. linalyl acetate about 3vss. bergamot. The artificial oil of neroli does not

present much difficulty; most dealers have good samples to offer, but it will prove of interest to compounders to try out the formulas given below. First and foremost terpeneless oil of Tunisian petitgrain is of exceptional value, and of all samples tested it proved the best. It is a little more expensive, but diluted with linalol (bois de rose) the cost is greatly reduced.

No. 1	No. 2
Tunisian petitgrain ter-	Tunisian petitgrain ter-
peneless ..	peneless ..
Linalol (bois de rose) ..	Linalol (bois de rose) ..
3j.	3j.
	(a) Methyl anthranilate 3ss.
	(b) Methyl methyl-
	anthranilate ..
	3ss.

As methyl anthranilate is liable to discolour with age, or in presence of citral (in terpeneless lemon) it can be replaced as shown. Methyl methylanthranilate has not quite such a bland soft odour, but overcomes the objection to discoloration. Some proprietary preparations are not to be recommended for inclusion in a synthetic neroli because they discolour rapidly. Methyl naphthol ketone is much to be preferred, and about 5 per cent. gives a good balance to petitgrain and linalol. Phenyl naphthol ketone is of more recent introduction, but the odour is much too delicate for industrial spirit. A fine effect will be obtained by the use of the following:—

Tunisian petitgrain terpeneless	3j.
Linalol (bois de rose) ..	3vj.
Geraniol (palmarosa) ..	3j.
Methyl naphthol ketone ..	3j.
Nonyl aldehyde ..	℥ij.

Any artificial rose may enter the compound, it need not be a too highly priced one; it must be remembered that the odour of the spirit has to be masked. But to complete the interest of compounders a formula is given, that, while not to be recommended for producing scent, will be found very useful in these formulas.

Geranium oil (Bourbon ter-	
peneless) ..	3ss.
Geraniol (palmarosa) ..	3ij.
Palmarosa oil ..	3jss.
Citronellol ..	3ss.
Phenylethyl alcohol ..	3j.
Rhodinol ..	3ij.
Nonyl aldehyde ..	℥v.
Decyl aldehyde ..	℥ij.

It may seem curious to combine oil of palmarosa with one of the esters obtained from it. Essential oils, being such complicated organic compounds, have all their own peculiarities when compounded with other oils. Take a brief survey of the rose formula. Bourbon geranium oil has a powerful odour in the simple state, and not any delicacy worth mention, even in the presence of a toning agent, but the terpeneless oil, when combined with isolates or synthetics having bland odours, becomes a useful addition to the formula; French rose geranium shows this to a marked degree. Palmarosa has the reverse properties; the terpeneless oil has strength but never produces the delicacy of the natural oil—if the term can be applied to cheap oils of this nature—nor yet do the esters, employed alone, give the desired effect. But to combine the natural oil with its isolates gives very good results. (Palmarosa, it may be added, is the adulterant mostly used in treating otto of rose.) Citronellol (not the aldehyde citronellal) and rhodinol can be good synthetics; the natural isolates are too expensive; citronellol from citronella oil is useless. Rhodinol must be as the name suggests and not a mixture of citronellol, geraniol and phenyl ethyl alcohol—the formula gives that compound at lower cost.

Lavender Water

Lavender water does not present so much difficulty as eau de Cologne, since it has a much more pronounced odour and therefore is better adapted for use in odoriferous spirit; but here again it is necessary to produce at a low cost and to employ as much water as possible.

Terpeneless oils are too highly priced to make their use permissible in large quantities. Synthetics can be used freely, and need not be all natural isolates, as owing to the tendency to overload lavender water with artificial musks, ambrette or ketone, it is safe to employ chemical synthetics in fairly large amounts. It can be said that the lavender water is a better product in comparison with the higher priced waters than is the Cologne. A useful formula is:—

Oil of lavender (Mont Blanc) ..	3vj.
Oil of spike lavender (French terpeneless)	3ij.
Linalyl acetate	3ij.
Linalol	3ij.
Geraniol	3ij.
Geranyl acetate	3ss.
Terpineol	3ij.
Citral	℥x.

Fixatives and Toners (either or all)

Santalol	3j.
Musk xylol	3j.-3ij.
Musk ambrette	3j.-3ij.
Benzyl benzoate or benzyl alcohol	3j.
Synthetic oil	3iv.
Industrial spirit	Cj.
Distilled water	Oss.

The formula shows little resemblance to one for lavender water, but for covering any odour such as that of industrial spirit, or for use in soaps it gives good results. At first glance there appears to be no justification for the inclusion of terpeneol; cineol is one of the esters found in lavender, but the presence, as an isolate, makes the formula appear to contain eucalyptus oil; terpeneol well replaces it.

Florida Water

Some reference to Florida water should not be allowed to pass; a good formula is:—

Synthetic Cologne oil	3ij.
Synthetic lavender oil	3iss.
Isoeugenol	3ij.
Cinnamon oil	℥x.
Industrial spirit	Cj.
Distilled water	Oss.

In conclusion, much better formulas can be produced by increasing the percentage of essential oils, but the object has been not only to give the cheapest, but those that will bear the greatest dilution.

Dead Stock

By "Manufacturer"

A CORRESPONDENT in the *C. & D.* some time ago drew attention to a subject of vital interest to every chemist in business for himself. There is probably no pharmacy in the land that has no dead or unsaleable stock on its shelves; it is difficult, even under the most perfect conditions of stock-ordering and stock-keeping, to prevent some accumulation. Here are a few hints to keep dead stock down to the minimum.

A GOOD SYSTEM OF ORDERING.—Make out a list of all proprietaries (for these comprise the bulk of dead stock), and against each indicate the minimum number below which it is not safe to go to ensure that the article is always in stock when asked for. This number can easily be ascertained after a few weeks' experience. When the stock drops to this number a fresh supply should be ordered. Or have a figure indicating the maximum stock of the article, and keep stock up to this figure.

ARRANGEMENT OF STOCK.—Always place new stock behind the old. This is a matter of some importance, especially in the case of preparations such as infants' foods, vaccines, serums and others that bear a date before which the article should be used. The observance of this simple rule will keep the majority of the stock

fresh and also clean. It presupposes also that each class of article is kept together; this is not always observed.

CAUTION IN ORDERING BONUS PARCELS.—Unless certain of quickly disposing of the goods, the chemist should be very chary of ordering bonus parcels, as these are a fruitful source of dead stock. It is probably cheaper to buy in small quantities for the majority of articles, even if (as is often the case) the unit cost is somewhat higher than the dozen or two dozen rate. Do not be led away, either, by the optimism of the representative who is prepared to guarantee a demand for a new preparation if a quantity is taken. Modern conditions of delivery are such, at any rate in the outskirts of London and all big provincial centres, that a small supply can be quickly obtained.

WEEDING OUT THE STOCK PERIODICALLY.—It is wise to go through the stock of proprietaries two or three times a year and weed out the non-sellers. The average manufacturer, if tactfully approached, will usually take back and credit stock for which there is no sale, always assuming that it is returned in good condition and that it has not been on the shelf too long. It is not fair to dump upon him dirty stock that has been "knocking about" the shop for years.

DRUGS AND SUNDRIES.—Careful ordering is always to be observed in preventing an over-accumulation of drugs, and careful storing to prevent deterioration. Shop rounds have much to answer for in this respect, particularly when rows of them are in such a position that they catch the sun. Drugs cannot be returned to the wholesaler, for obvious reasons, so dead stock here is a dead loss. In the case of sundries that are not selling, a "mark down" of the price is sometimes made and a sale on a small scale will often clear.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist & Druggist,' 28 Essex Street, London, W.C.2."

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, December 6, on which day the samples will be posted. Students' reports will be received up to Saturday, December 17. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the second exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, December 1

THE chief feature of the markets has been the substantial decline in sterling exchange rates, and this movement against the £ has resulted in a number of commodities being quoted at higher values. Business has been fair on the usual restricted lines, and the general tone is very steady, with many products tending to advance. In the pharmaceutical chemicals market a number of important changes have taken place. Iodides, bismuth salts, guaiacol carbonate and potassium sulphoguaiacolate, and many other products are dearer on cheaper sterling. Salicylic acid and sodium salicylate are dearer with higher prices for phenol; aspirin is firm and may move up. A price agreement has been reached on santonin with values back to about former levels. Makers' price for citric acid has been reduced, and their price for tartaric acid has been advanced. The crude drugs markets have been attracting the usual steady but rather small business. The general tone is fully maintained. Cascara sagrada is firm and dearer. Cod-liver oil is firm and has advanced for shipment. Gum acacia is dearer on spot with the imposition of the ten per cent. duty. Honey is steady but rather quieter. Bismuth metal is quoted dearer. Menthol has been neglected after the recent activity, but the shipment market is holding well. Alexandrian and Tinnevely senna pods are not meeting with much business on spot, but the market is steady. The essential oils market has been none too bright this week, but the weakness in sterling is keeping the market well up. Japanese peppermint has been in fair demand on spot, but inquiry for shipment has been much slower. West Indian lime is firm and again dearer.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	December 1	Value of the £
Amsterdam ..	Fl. to £	12.107	7.94½	13/1½
Berlin ..	Mks. to £	20.43	13.43½	13/1½
Brussels ..	Belga to £	35	23½	13/1½
Copenhagen ..	Kr. to £	18.159	19.19½	21/1½
Lisbon ..	Esc. to £	110	106	19/3½
Madrid ..	Ptas. to £	25.224	39½	31/2
Milan ..	Lire to £	92.46	63	13/5½
Montreal ..	Dol. to £	4.86½	3.77½	15/6½
New York ..	Dol. to £	4.86½	3.19½	13/1½
Oslo ..	Kr. to £	18.159	19.45	21/5
Paris ..	Fr. to £	124.21	81½	13/1½
Prague ..	Kr. to £	164.25	107½	13/10½
Stockholm ..	Kr. to £	18.159	18.32½	20/2
Warsaw ..	Zloty to £	43.38	28½	13/5
Zurich ..	Fr. to £	25.2215	16.60½	13/2

Bank rate 2 per cent

Pharmaceutical Chemicals, etc.

DUE to the depreciation in sterling exchange rates, bismuth salts, iodides, guaiacol, carbonate, potassium sulphoguaiacolate, barbitone, sulphonal, methyl sulphonal, etc., have advanced. Salicylic acid, B.P., and sodium salicylate, B.P., are dearer, with higher prices for phenol. Santonin is now quoted at agreed prices and in American dollars. The market is very steady and a fair business is being done. Aspirin is firm and tends to advance.

ACETANILID.—Quoted prices are steady; business quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb. as to quantity.

AMIDOL continues steady on a slow market: 56 lb., 7s. 3d.; 23 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb. in 7-lb. tins.

AMIDOPYRIN.—Spot prices are tending dearer; forward would cost more on current exchange rates: crystals, five cwt., 19s. 3d.; two cwt., 19s. 7d.; less than two cwt., up to 21s. 3d. per lb., with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Dealers are quoting spot at about 3s. 4d. to 3s. 6d. per lb. as to quantity.

AMMONIUM ICHTHOSULPHONATE.—Market is steady, with occasional business passing: one cwt., 1s. 6d., in 14-lb. tins; 1s. 7d. in 1-lb. tins; 1s. 9d. in 8-oz. tins; and 1s. 11d. per lb. in 4-oz. tins.

ASPIRIN.—A very good volume of business is being done and the market is firm at makers' and dealers' prices. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 26 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb. f.o.b.; less than one cwt., 2s. 3d. per lb. ex works.

BARBITONE.—Dealers' spot prices tend to harden; forward would be dearer: spot, one cwt., 11s. 2d.; 56 lb., 11s. 4d.; 14 lb., 11s. 9d.; smaller parcels, up to 12s. 6d. per lb.

BENZOIC ACID (B.P.) continues steady and a fair demand is being dealt with: quantities ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb. ex store.

BENZONAPHTHOL is quoted on spot from 3s. 6d. to 3s. 9d. per lb. as to quantity; market is dull.

BISMUTH SALTS.—Owing to the decline in sterling, makers' prices for these salts have been advanced as follows:—

	8 lb. and under 28 lb.	28 lb. and under 1 cwt.	Not less than 1 cwt.
	Per lb.	Per lb.	Per lb.
	s. d.	s. d.	s. d.
Carbonate ..	7 10	7 4	7 1
Citrate ..	10 4	9 10	9 7
Nitrate cryst. ..	5 6	5 0	4 9
Oxide ..	11 8	11 2	10 11
Salicylate ..	8 8	8 2	7 11
Subchloride ..	11 5	10 11	10 8
Subgallate ..	8 4	7 10	7 7
Subnitrate ..	6 10	6 4	6 1

A rebate of 3d. per lb. will be allowed on sales of not less than two cwt. (either for prompt delivery or on contract) provided delivery is completed or paid for within three months. Liquor bismuthi, P.B., in w-qts., 1s. 1½d. per lb.; 6 w-qts., 11d. per lb.; 12 w-qts., 9½d. per lb.; 36 w-qts., 9d. per lb. Without engagement. Net cash fourteen days. Previous notification of price alteration was on October 31, 1932.

BROMIDES.—A moderate business is reported, with makers' and dealers' prices steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 1d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb. net without engagement. Special prices for larger quantities.

CAFFEINE.—Spot offers continue at keen prices, with not much business moving: pure alkaloid, 5s. 6d. to 6s. per lb.; citrate, 4s. 4d. to 4s. 10d. per lb.

CALCIUM LACTATE.—The market is rather subdued, with competition for business: spot, one cwt., 1s. 1½d.; 56 lb., 1s. 2½d.; 23 lb., 1s. 3½d.; smaller parcels, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices are steady, as follows: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 23 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 23-lb. jars, one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—British makers' quoted price for home consumption has been reduced to 10d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at very keen prices.

COCAINE.—Makers' prices for home trade are steady: hydrochloride, 25 oz., 20s. 11d.; 16 oz., 21s. 7d.; and less, 22s. 3d. per oz.; pure, 25 oz., 22s. 1d.; 16 oz., 23s. 8d.; less than 16 oz., 24s. 4d. per oz.; 1-oz. tins, 2½d. per oz. extra. Export prices vary as to destination.

CREAM OF TARTAR.—A steady business is reported. Makers quote 99 to 100 per cent. material for home trade at 85s.

per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at about the same figure.

CREOSOTE (B.P.).—Dealers are quoting spot lots at about 2s. 2d. to 2s. 4d. per lb. as to quantity.

CREOSOTE CARBONATE.—Business is slow; spot is quoted at about 8s. 6d. to 8s. 9d. per lb. for small parcels.

ETHER (METHYLATED).—Makers' prices are as follows: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb. in w-quarts; 12 w-quarts halfpenny less, and packed in drums or carboys 1d. less.

GUAIACOL CARBONATE.—Dealers' spot prices are dearer, with one-cwt. lots at 8s. 11d. up to 9s. 2d. per lb. for small parcels.

HEXAMINE.—There is a sustained demand, with keen prices quoted for bulk quantities: free-running crystals, ten cwt., 2s. 2½d.; two cwt., 2s. 3½d.; one cwt., 2s. 4½d.; smaller parcels, up to 2s. 6d. per lb. Forward prices would be dearer.

HYDROQUINONE.—There is no change in the controlled prices; isolated parcels at cheaper prices: ten cwt., 5s. 1½d.; five cwt., 5s. 2½d.; two cwt., 5s. 3d.; one cwt., 5s. 3½d.; 56 lb., 5s. 4½d.; 28 lb., 5s. 6½d.; 14 lb., 5s. 8½d.; 7 lb., 5s. 10½d. per lb., carriage paid.

IODIDES.—In consequence of the depreciation in sterling rates of exchange prices of these salts have been advanced, as follows: Potassium iodide, B.P.: not less than one cwt., 13s. 10d.; 28 lb., 14s. 1d.; 14 lb., 14s. 4d.; 7 lb., 15s. 10d.; 4 lb., 16s. 1d.; smaller quantities, 16s. 4d. per lb. Sodium iodide, B.P.: not less than 28 lb., 14s. 10d.; 14 lb., 15s. 4d.; 7 lb., 17s. 3d.; 4 lb., 17s. 7d.; smaller quantities, 17s. 11d. per lb. Iodine resub., B.P.: not less than one cwt., 15s. 7d.; 28 lb., 15s. 10d.; 14 lb., 16s. 4d.; 7 lb., 17s. 6d.; 4 lb., 18s. 4d.; smaller quantities, 18s. 8d. per lb. Iodoform, B.P. cryst., precip. or powder: not less than 28 lb., 18s. 9d.; 14 lb., 19s. 3d.; 7 lb., 21s. 10d.; 4 lb., 22s. 4d.; smaller quantities, 22s. 9d. per lb. Orders or contracts of not less than one cwt. (which may be taken assorted), containers of 28 lb. and outer packages are free. Carriage paid. Prices are quoted without engagement. Contracts for one cwt., five cwt., ten cwt. or larger quantities, for delivery as required during a period of four months, with rebates applicable to the quantity booked. As the price for iodine is based on the gold dollar, the prices for iodides must necessarily be subject to rise and fall conditions, and accordingly contracts carry the following clause: "The prices of the foregoing contract are subject to a rise and fall clause, the price applicable to any given delivery being that in force on the date of receipt of the order, or on the date of despatch, whichever may be the lower." Rebates on contracts of ten cwt. and upwards: potassium iodide, 7d.; sodium iodide, iodine resub. and iodoform, 4d. per lb. On contracts of five cwt.: potassium iodide, 4d.; sodium iodide, iodine resub. and iodoform, 3d. per lb. One-cwt. contracts, deliveries of any of the salts (which may be taken in any quantity) are invoiced at 3d. per lb. above the minimum price and the whole quantity becomes subject to 3d. per lb. rebate on completion. Rebates are not allowed unless the full quantity is taken up within four months. Resale: It is a condition of sale that buyers undertake not to resell any quantity of the above products at prices or terms below the scale for any such quantity current at the time the resale is made. Previous price alteration was on October 31 last.

LACTIC ACID (B.P.).—A limited business is being done on a competitive market: quantities in carboys, 1s. 5½d. to 1s. 6d.; in demijohns, about 1s. 7d.; in winchesters, 1s. 8½d. to 1s. 9d. per lb. as to quantity.

MERCURIALS.—Makers' prices are unchanged

METHYL SALICYLATE (B.P.).—Makers' and dealers' prices are firm; business is about average: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; smaller quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' spot prices tend to advance; forward would cost more on current exchange rates: spot, two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 7d.; small parcels, 21s. 6d. per lb.

MILK SUGAR.—The market is again firmer and dearer forward for Continental material: one ton, 51s. 6d.; ten cwt., 53s.; two cwt., 54s. 6d. per cwt. in two-cwt. cases.

PARAFORMALDEHYDE.—A fair business is being done at competitive prices: 100 per cent. powder, quantities in kegs, 1s. 2d.; smaller parcels up to 1s. 7d. per lb.

PHENACETIN.—The recently revised scale of prices is maintained, but outside offers are still affecting the market: crystals or powder, ten cwt., 4s. 6d.; five cwt., 4s. 7½d.;

two cwt., 4s. 8½d.; and less than two cwt., 4s. 9½d. per lb., duty paid, ex warehouse.

PHENAZONE.—The spot position tends to advance and forward prices would be dearer on account of the present depreciation in sterling: crystals, ten cwt., 10s.; five cwt., 10s. 3d.; two cwt., 10s. 6d.; and less, up to 11s. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Makers' agreed prices are very steady; business fair: five cwt., 3s. 10d.; two cwt., 3s. 11d.; one cwt., 4s.; 28 lb., 4s. 3d.; 14 lb., 4s. 6d.; 7 lb., 4s. 9d.; smaller parcels, up to 5s. per lb.

PHENYL ETHYL BARBITURIC.—The market is about steady at the fixed sales prices: one cwt., 38s. 6d.; 56 lb., 39s. 6d.; 28 lb., 41s.; smaller lots, 42s. 6d. per lb. in 2-lb. bottles, carriage paid; small quantities in different packing at higher prices.

POTASSIUM PERMANGANATE (B.P.).—The usual demand for small quantities is being received: quantities in two-cwt. drums, 8½d. to 9½d.; druggists' parcels, 9½d. to 10d. per lb. as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—This market is quiet. Dealers quote spot dealer from 4s. 11½d. for two-cwt. lots up to 5s. 2½d. per lb. for small parcels.

PYROGALLIC ACID.—Quoted prices are steady; inquiry is not of much account: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb. in 7-lb. tins.

QUININE SULPHATE.—Convention price is unchanged at 2s. 6d. per oz., carriage paid on bulk quantities.

RESORCIN.—A limited business is being done, with quoted prices holding: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb., with powder 3d. per lb. extra.

SACCHARIN.—The controlled price is unchanged: 550, 1 lb., 37s. 6d. per lb., duty paid, with rebates for quantities

SALICYLIC ACID (B.P.).—Makers' prices have been advanced on account of rise in phenol, as follows: one ton and over, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 2d. per lb.

SALOL.—The recently advanced prices are maintained; some parcels may be slightly less; business quiet: crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 1½d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—An agreement on sales prices has been reached between the chief sources of supply and the following scale is now in operation:—

Not less than 50 kilog. ...	125 American dollars per kilog.
Not less than 25 kilog. ...	140 American dollars per kilog.
Not less than 10 kilog. ...	137 American dollars per kilog.
Not less than 5 kilog. ...	147 American dollars per kilog.
Not less than 3 kilog. ...	152 American dollars per kilog.
Not less than 1 kilog. ...	162 American dollars per kilog.

Carriage paid, packages free, net cash thirty days. Higher prices for smaller quantities, packages extra. Quotations are only made in American dollars.

SODIUM BENZOATE.—Competition for a rather limited business: bulk quantities, 1s. 6½d.; cwt. lots, 1s. 7½d.; smaller parcels, up to 2s. per lb. Limited quantities of material conforming to the new B.P. available at 1s. 7½d. to 1s. 9d. per lb. as to quantity.

SODIUM DIETHYLBARBITURATE.—This market is steady, with a moderate business passing: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—In consequence of the advance in phenol prices for this article have been advanced, as follows. Home trade: powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Spot values tend dearer, and on current exchange rates forward would cost more: crystals, two cwt., 15s. 9d.; one cwt., 16s. 3d.; 56 lb., 16s. 8d.; smaller parcels, up to 18s. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is again a point dearer at 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Foreign material is nominal.

THEOBROMINE.—Dealers' prices for spot continue competitive: pure alkaloid, 5s. 4d. to 5s. 8d.; sodium salicylate, 5s. 3d. to 5s. 6d. per lb. as to quantity.

THYMOL.—Market remains dull: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 1½d. per lb.; ex ajowan seed, one cwt., 7s. 6d.; 56 lb., 7s. 7½d.; 28 lb., 7s. 9d.; 14 lb., 8s. per lb.

Crude Drugs, etc.

AGAR-AGAR.—Market is dull with prices unchanged. Spot, Kobe No. 1, 2s. 7½d.; No. 2, 2s. 6d.; Yokohama No. 1, 2s. 6d. per lb. Shipment is slack; Kobe No. 1, 2s.; Kobe No. 2, 1s. 9½d.; Yokohama No. 1, 1s. 9d. per lb. c.i.f.

ANTIMONY.—Market is quoted unchanged. Chinese crude, spot, £19 10s.; shipment, £18 10s. c.i.f. Chinese oxide, spot, £27; shipment, £23 c.i.f.

BALSAMS.—Business is limited with *Tolu* at about 3s. 4d.; Canada, 3s. 2d. to 3s. 4d. per lb., spot.

BELLADONNA.—Root is selling on spot at former prices; very little offering from growing districts.

BISMUTH.—The price of the metal was advanced on November 30 to 5s. per lb.

BUCHU.—The market is fully steady and the usual business of a bale or two is moving. Good green rounds, 1s. 3½d. to 1s. 4d. per lb.; Ovals, 9d. to 9½d. per lb.

BURDOCK ROOT.—The spot price is dearer at 45s. per cwt.

CAMPHOR.—Market has been very quiet. Spot, Japanese, slabs, 2s. 3d.; tablets, cheaper at 2s. 9d.; shipment, slabs, 1s. 10½d.; flowers, 1s. 11d.; tablets, 2s. 4d. per lb. c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¼ oz. and ⅓ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—The tone of the market is firm. Spot, 1932 peel, 60s.; 1931 peel, 67s. 6d.; 1924 peel, 80s.; shipment, 1932 peel, 52s. 6d. per cwt., c.i.f. in minimum car-load lots.

CASTOREUM.—The annual auction of Hudson Bay Co. will take place to-day when some 1,288 lb. of various grades will be offered.

CELERY SEEDS.—Dealers are now quoting at 2s. 2d. per lb. for small lots.

CHAMOMILES.—Spot supplies are quoted from 144s. to 160s. per cwt., as to colour.

CLOVES.—Market remains quiet but steady. Zanzibar, spot, 7½d.; shipment, November-December, 6½d.; January-March, 6½d. c.i.f. Madagascar, spot, 7½d. per lb.

COCOA BUTTER.—Prime English is quoted from 9½d. to 10½d. per lb., as to quantity.

COCONUT (DESICATED).—At a further advance the market is firm. Spot, fine, 27s.; medium, 26s.; shipment, halves, November-December, 25s. paid c.i.f.

COD-LIVER OIL.—The shipment market for finest Lofoten steam refined non-freezing medicinal oil is firm and dearer at 92s. 6d. to 95s. per barrel, c.i.f. Business continues on a good scale, and it is reported that all this year's oil and some of the carry-over has been cleared. Spot is quoted at about 107s. 6d. to 110s. per barrel, ex store, duty paid, as to brand and quantity. The Newfoundland House of Assembly will not be meeting before January 1933 for the purpose of ratifying the Ottawa Agreements.

DAMIANA LEAVES.—Dealers are quoting spot at about 1s. 1d. per lb.

GELATIN.—Market is fully steady: business is fair. Spot, gold leaf, 2s. 1d.; silver leaf, 1s. 10½d.; bronze leaf, 1s. 8½d.; thin leaf, 1s. 7½d. per lb. in cwt. lots.

GENTIAN.—Supplies are becoming scarce; whole root now quoted at 55s. per cwt.

GINGER.—Market is quiet but steady: West African, spot, 23s.; for arrival, 22s. per cwt. c.i.f.

GUM ACACIA.—The spot market is firmer, on account of the imposition of the ten per cent. duty. Spot, Kordofan cleaned sorts, 37s. 6d.; natural, 36s.; bleached, 75s. to 80s. per cwt. Shipment is unchanged; Kordofan cleaned sorts, 30s.; natural, 29s. per cwt. c.i.f.

HONEY.—The spot market is well maintained and supplies are limited. Of Jamaican some fair to good pale has sold at 52s.; manufacturing dark liquid has found buyers at 32s. to 33s. per cwt. Pale Chilean has sold at 40s.; Californian white clover continues to find buyers at 55s. per cwt.

HYDRASTIS.—The spot market is dull but steady at 4s. 6d. to 4s. 8d. per lb.; shipment, fully 3s. 9d. per lb. c.i.f.

IPEACUANHA.—Market is steady, business limited. Matto Grosso, spot, 5s. 4d. to 5s. 6d. per lb. for fair quantities.

JUNIPER BERRIES.—The quoted price for spot supplies is about 25s. per cwt.

LYCOPodium.—Spot supplies are quoted at about 3s. 9d. per kilo.

MENTHOL.—The market has been flat with very little interest in spot or shipment. K/S brands, spot, 18s. 9d. nominal, and less for bulk quantities; shipment, October-December, 16s.; January-March, 16s. 3d. per lb. c.i.f. The shipment market is steady. Japan quote double pound (menthol and peppermint oil) at 23s. 3d., making menthol 16s. 6d. and peppermint oil 6s. 9d. per lb. c.i.f.

MERCURY.—Spanish/Italian for shipment is quoted at 35 dollars per bottle c.i.f.; spot is at 36 dollars per bottle ex store. Second-hand offers at about £10 17s. 6d. to £11 5s. per bottle ex store.

OPUM.—The shipment market is very steady as quoted at 1s. 2d. per unit, landed and duty paid.

ORRIS ROOT.—Supplies of good Florentine sorts are quoted at about 52s. 6d. per cwt.

PARSLEY SEEDS.—Dealers are offering spot at about 37s. 6d. per cwt.

PEPPER.—The market is very steady this week. Lampong, spot, 6d.; shipment, October-December, 5d.; January-March, 5d. per lb. c.i.f. Tellicherry, spot, 6½d.; shipment, January-March, 48s. 6d. c.i.f. Aleppy, spot, 6½d.; shipment, January-March, 47s. c.i.f. White Muntok, spot, 7d.; shipment, October-December, 5½d.; January-March, 5½d.; March-May, 6d. per lb. c.i.f. paid.

PIMENTO.—The market has been dull. Spot, 3½d.; shipment, November-December, 26s. 6d. per cwt. c.i.f.

RUBBER.—Values are about level on the week, but business has been poor. Total U.K. stocks 97,029 tons, as compared with 129,573 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 2½½d.; December, 2½½d.; January, 2½½d.; January-March, 2½½d.; April-June, 2½½d.; July-September, 2½d.; October-December, 2½½d. per lb.

SAFFRON.—The market is firm and tends to advance. Spot, prime B.P., 66s. 6d.; extra B.P., 62s.; super B.P., 58s. 6d. per lb.; slightly less for bulk quantities.

SARSAPARILLA.—The market is steady and a small business is being done. Grey Jamaica, 1s. 9d. to 1s. 10d.; native, mixed colours, 1s. 1d. to 1s. 2d. per lb.

SEEDS.—ANISE.—Spanish, 52s. 6d.; Levant, 34s. per cwt. spot. CANARY.—Market quiet: Mazagan, spot, 13s.; Tangier, 12s. 6d.; Kenitra, 12s. LINSEED.—Mazagan sold at 13s. 9d. spot; Morocco quoted at 13s. CORIANDER.—Morocco, 1929 crop, offering at 15s. 6d.; business passed at 15s. 6d.; wormy, 13s. 6d. to 14s. 6d. CUMIN.—Malta, spot, 33s.; Morocco sold at 32s. FENUGREEK.—Morocco selling in small quantities at 12s. CARAWAY.—Dutch on spot firmly held at 33s., duty paid. MUSTARD.—English, 22s. 6d. to 34s. per cwt., according to quality.

SENEGA.—The market is steady, but there is not much business moving. Spot, 2s. 2d. to 2s. 3d.; shipment, about 2s. 2d. per lb. c.i.f.

SENNA.—Business has been rather poor, but the market is quite steady. Alexandrian manufacturing pods, 7d. to 8d. per lb. Tinnevely, hand-picked pods, 7d.; f.a.q. pods, 4½d. to 4¾d. per lb.

SHELLAC.—The market is now steady and values are on a higher level. Spot, standard TN orange, 58s. 6d.; fine orange, 65s. to 122s. 6d.; pure button, 70s.; for delivery, TN, December, 51s.; March, 52s. 6d.; for arrival, TN, November-December, 51s. per cwt. c.i.f.

VALERIAN ROOT.—Belgian root is quoted on spot at about 60s. per cwt.

WAX (VARIOUS).—A moderate volume of business continues to be done in these products and values are steadily maintained. CARNAUBA, fatty grey and chalky grey, is quoted at 85s.; medium yellow is steady at 140s.; fine yellow is unchanged at 155s. CANDELLILA steady at 75s. per cwt. SPERMACETI steady at 9½d. per lb. spot. PARAFFIN is about steady at from 22s. 6d. to 50s. per cwt. as to melting point. CERESIN is quoted from 35s. to 80s. per cwt., as to colour and melting point. BEES' now very steady, with more inquiry on the market; bleached, discs, £7 10s.; slabs, £7 5s.; yellow refined is very steady at £5 15s.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, etc.

BUSINESS has been only moderate with no outstanding feature. The general tone is steady and shipment markets have been strengthened by the fall in sterling exchange rates. Except for spot business, Japanese peppermint has been dull. West Indian lime is again dearer and firm.

ALMOND.—English sweet almond is dearer on account of higher price of almonds, as follows; one cwt. lots, 2s. 5d.; small quantities, 2s. 7d. per lb.

ANISE (STAR).—Market is still dull and rather easy as quoted on spot; shipment steady but neglected: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 9d.; in tins, 1s. 7½d.; in drums, 1s. 6½d. per lb. c.i.f.

BERGAMOT.—Shipment offers are coming to hand at keen prices at not more than 8s. per lb. c.i.f. Spot is in the region of 8s. 9d. per lb.

BOIS DE ROSE.—Cayenne is still scarce on spot with a possibility of business at about 11s. per lb. nominal. Brazilian remains unchanged at about 5s. per lb., with not much business passing.

CAJUPUT.—The market remains steady: spot continues to be quoted at about 2s. 6d. per lb.

CANANGA.—Market continues firm and short on spot from 9s. to 10s. per lb. Shipment about 7s. per lb. c.i.f.

CARAWAY.—Dealers are offering Continental twice-rectified at 7s. 6d. to 7s. 9d. per lb. as to quantity. Market remains quiet and unchanged.

CASSIA.—This market has been rather dull, with spot quoted from 3s. 8½d. to 3s. 9d. per lb. for fair quantities.

CEDARWOOD.—Market is steady, business fair. Colonial, spot, in drums, 1s. 8d.; in tins, 1s. 9½d. per lb. American, spot, 1s. 10½d. in drums; smaller lots, up to 2s. 1d.; shipment, 1s. 8½d. per lb. c.i.f.

CINNAMON LEAF.—Business continues on modest lines with spot, in tins, at 3s. 3d. to 3s. 4d. per lb.; shipment, in drums, 2s. 4½d. per lb. c.i.f.

CITRONELLA.—Ceylon remains firm: spot, 2s. 1d. to 2s. 2d.; shipment, 1s. 10½d. per lb. c.i.f. There is a little more inquiry for Java: spot, 3s. to 3s. 2d.; shipment at about 2s. 8½d. per lb. c.i.f. Some limited inquiry on the market.

CLOVE.—Spot values are a little higher at about 3s. 9d.; shipment, 3s. 2d. per lb. c.i.f. English is steady at 4s. 9d. to 5s. 4d. per lb. as to make and quantity.

EUCALYPTUS.—This market is about unchanged. Australian, spot, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 2d. per lb., and less for bulk quantities. Spanish, 70 to 75 per cent., 1s. 2d.

GERANIUM.—The market is showing little life. Bourbon, spot, 24s., with some cheaper offers. Algerian, spot, about 23s. 6d. per lb.

GINGERGRASS.—Market is rather quiet but steady: occasional small business is recorded at about 6s. 6d. to 6s. 8d. per lb. as to quantity.

JUNIPER BERRY.—Spot is quoted at about 4s. 6d. per lb., and less for bulk quantities.

LAVENDER.—There is no change to report here. Prices of best brands are maintained as follows: 50 to 52 per cent., 10s. 6d. to 10s. 9d.; 40 to 42 per cent., 9s. 3d. to 9s. 6d.; 33 to 40 per cent., 8s. 9d. to 9s.; 36 to 38 per cent., 8s. 3d. to 8s. 6d.; 30 to 32 per cent., 7s. 6d. to 7s. 9d. per lb., delivered, and slightly less for bulk quantities.

LEMON.—Rather more interest this week, and with the usual wide margin of shipment prices the market is steadier; Sicilian hand-pressed, 4s. 4d. to 5s. 9d. per lb. c.i.f. as to brand and quantity. Spot is neglected; quoted from 4s. 3d. to 5s. 9d. per lb. Californian, in large drums, 48 cents, and in small drums, 49 cents per lb., spot.

LEMONGRASS.—A fair business is being done with spot about 2s. 4½d. as to quantity. Shipment is firmer at about 2s. 3d. per lb. c.i.f.

LIME.—The market remains very firm. Small spot stocks are held firmly at about 36s. per lb. Shipment nominal, nothing offering.

MANDARIN.—A steady business in small quantities continues, with spot quoted at about 16s. 6d. per lb.; shipment, 14s. 3d. per lb. c.i.f.

ORANGE.—The various sources are competitive for shipment business. Sicilian sweet, 5s. 9d. to 6s. 9d. per lb. c.i.f. French Colonial continues to attract attention with shipment offers in the region of 4s. per lb. c.i.f. West Indian, about 5s. per lb. c.i.f.

PALMAROSA remains unchanged at about 8s. 3d. to 8s. 6d. per lb., spot, as to quantity. Shipment about 7s. 6d. per lb. c.i.f.

PEPPERMINT.—A fair amount of business has been done in spot oil at around 6s. 2d. per lb. The shipment market is dull but steady, with October-December at about 6s.; January-March, 6s. 1½d. per lb. c.i.f. Spot supplies are reported limited. American oil is steady for shipment at about 1 dollar 90 cents. per lb. c.i.f., and reports tend to indicate a possible advance.

ROSEMARY.—The demand is limited, with Spanish on spot from 1s. 11d. to 2s. 1d. per lb., as to quantity. French, from 3s. to 3s. 3d. per lb.

SANDALWOOD.—Genuine East Indian is steady at 24s. to 25s. per lb., as to number of cases.

SPEARMINT.—Dealers quote spot at about 7s. 9d. to 8s. 3d. per lb., as to quantity.

SPIKE remains quiet on spot, with Spanish at about 3s. to 3s. 3d. per lb. as to quantity.

WORMSEED.—Spot values are in the region of 14s. to 14s. 9d. per lb.; business is slow. Shipment is about 12s. 9d. per lb. c.i.f.

Fixed Oils, etc.

The general tone is about steady, while business is rather restricted in volume. Linseed (raw, naked) and American turpentine are better markets. Palm oils are a shade better on the week. **ACID OILS.**—A moderate business, market steady: coconut and/or palm kernel, 21s.; groundnut, 18s.; soya, 14s. 3d., spot. **CASTOR.**—Quoted prices are steady, business rather poor: pharmaceutical, 42s.; first pressings, 37s.; second pressings, 34s. (barrels); cases £4 per ton extra, ex mills. Hull, in not less than one-ton lots; Bombay, 32s. (drums) c.i.f. **COCONUT.**—The market is a point up on the week, and business has been fair. Deodorised, 31s. (barrels), spot; Ceylon, 24s. 6d. (drums) c.i.f. **COTTON.**—The market is steady and a moderate business has been done: deodorised, 29s.; common edible, 27s.; soap-making, 26s.; crude, 24s. 6d. (barrels) spot. **GROUNDNUT.**—Deodorised is quoted at about 37s. 6d. (barrels), spot; crude Oriental, 27s. 3d. (drums) c.i.f. **LINSEED (RAW, NAKED).**—The market has been mostly dull but values are a point better: on spot, 17s. 6d.; December, 16s. 4½d.; January-April, 17s. 3d.; May-August, 18s. 3d. Boiled oil, spot, 20s. **OLIVE.**—A small business is moving with the market about unchanged: edible, in tins, in cases, 8s.; in drums, 5s. 6d.; B.P., 4s. 3d. per gallon, in 40-gallon barrels. **PALM.**—A steady but rather limited demand has been dealt with, and prices show a slight improvement; Lagos, 18s. 1½d.; softs, 17s. 9d.; mediums, 18s. 3d.; hards, 19s.; bleached, 20s. 9d., spot. **TURPENTINE (American).**—The market has been steadier and prices are firm and dearer. Total London stocks, 22,705 barrels. On spot, 61s. 9d. **WOOD.**—Hankow in barrels on spot is steadily maintained at 51s. 6d.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," November 23, 1932.)

"AEROMO"; for disinfectants for cinema sprays, etc. (2). By Industrial Colloids, Ltd., The Old Warehouse, Broadheath Bridge, Ayrincham. 534,101.

"TAEKAL"; for chemicals (2). By The Crown Chemical Co., Ltd., 120 Victoria Street, London, S.W.1. 534,123.

"ATMOS FOR ASTHMA"; with design of scarecrow and word "Scarecrow"; for inhalants for asthma (3). By J. Farrow, Bowthorpe Hall, Tavistock Road, Wisbech, Cambridgeshire. 534,764.

"MOLLICENE"; for petroleum jelly (3). By T. H. Walton & Co., Ltd., Smithies Mill, Bradford Road, Batley. 534,821.

"ASPREES"; for a medicinal tablet (3). By A. S. Brook, 90B Brighton Road, Purley, Surrey. 535,010.

"VENOLAX"; for all goods (3). By Veno Drug Co., Ltd., Chester Road, Manchester. 535,038. (Associated.)

"GWELOL"; for liquid medicines for indigestion, etc. (3). By Frank Edwards, Ltd., 192 Cowbridge Road, Cardiff. 535,696.

"NESIA"; for perfumery, etc. (48). By Gerard Brothers, Ltd., New Basford, Nottingham. 532,971.

"PLASTIKOL"; for perfumery, etc. (48). By Osborne, Garrett & Co., Ltd., 51-54 Frith Street, Soho, London, W.1. 535,750.

"DU VONA"; for perfumery, etc. (48). By Effie M. Cockbill, 81 Brooklands Crescent, Fulwood, Sheffield. 535,005.

"PERSTIK"; for deodorants (48). By Feminine Products, Inc., 45 Murray Street, New York, U.S.A. 535,069.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

An Omission

SIR,—In the report of the proceedings of the Northern Ireland Pharmaceutical Council in your issue of November 26, there is a curious omission. Apropos of my motion to do away with the membership fee of 10s. 6d. per annum, on account of the large surplus income of the Society, my statement that the idea of this relief to our members was discussed by me six weeks before the last election with several chemists, and that, if there was any piracy, it did not apply to me, has been entirely omitted. In proof of the correctness of this statement I hand you herewith the names of two chemists who will bear me out. Incomplete reports can be definitely misleading. [No report of a speech on this subject by Mr. Culbert at the Council meeting of the Pharmaceutical Society of Northern Ireland has reached us.—EDITOR.] The absence of a seconder may be accounted for by Dr. Small's point—which was the real reason why the motion was dropped—that the Act demanded some fee; but the absence of an amendment to make the fee, say, 6d., which would have been quite legal, can be understood only in the light of the peculiar financial proposal to spend more than our entire capital (£10,000) in the purchase of a house. This would almost certainly have necessitated an increase in the licence fee, already a burden. Fortunately this wild scheme was defeated. . . .—Yours faithfully,

J. C. CULBERT.

Connswater, Belfast.

The Value of a Code System

SIR,—The letter from Howards & Sons, Ltd., in the C. & D. of November 26, gives details of what many manufacturers are doing in coding their preparations up to the time they leave the factory; but this system would not provide the information which was available in the case of the firm mentioned, who, apparently, were able by means of special coding to prove that certain of their goods found in the possession of an individual had formed part of a consignment sent to the firm from whom they had been stolen. Presumably, however, if this firm had sold, say, a dozen in the usual way of business, and some of this dozen had been stolen, the code would lead back to the manufacturers and from them to the wholesaler, but there the trail would be lost. From reading the letter of Mr. H. Wickett it would appear to be an easy matter for a manufacturer to code his goods; but unfortunately so much business to-day is in the nature of "smalls," and, in addition, is not supplied direct from the manufacturer, but through the middleman. The latter orders, say, one gross of an article from the manufacturer; these all bear a code mark so that the manufacturer can trace the goods to the wholesaler. Is it to be expected of the latter that for, say, an order of three packets or even less he must either label these with a distinctive code of his own and register the sale with the code, or, presuming the code is based upon a numerical system, record the sale with the numbers on the articles? I suggest that business to-day would be impossible under such conditions, and, with the most cordial wish to help the P.A.T.A., it could not be carried on, at any rate unless an additional charge was made for the service. Or, take a manufacturer, packing a hundred specialties, divided into several sizes, who sells direct to the chemist. He frequently gets orders for ones or twos. Is it suggested that he can code these specially? Speed is the essence of the contract between buyer and seller. What usually happens in coding is for the manufacturer or wholesaler to code some article specially, at the request of the P.A.T.A., perhaps for a certain district or perhaps for all districts. This may be done for a limited or an indefinite period. This service is gladly rendered, and

there is no doubt that the P.A.T.A. owes much of its success to the assistance it receives from those wholesalers and manufacturers who are anxious to help it.

I am, etc.,

MANUFACTURER (28/11).

Competition

SIR,—Forty years in all kinds of districts has shown me that success is more a matter of luck than is generally allowed; that drugs offered cheaply do sell in bigger quantity (ask the multiple companies); that a finely fitted shop in the right locality and position, combined with unceasing attention to business, will not ensure success; that solus windows do not pay; that bunkum does; that good service is not necessarily appreciated; that advertising does not necessarily pay; that forty years ago competition was as keen as to-day; and that letters to editors fulfil no satisfactory purpose except, perhaps, to avoid the use of expletives.

Yours, etc.,

S. H. G. (28/11).

SIR,—I have read the article on "Competition" by "Critique" (C. & D., November 19, p. 607) very carefully. Although I recognise the useful principles enunciated, I can only say that the customers in my district must be of a very different type from those of "Critique." I have tried many of his ideas from time to time, and I am very doubtful about the success of the results. The price question is always with us; I find that it is not so much the stores that cause us trouble as the market traders and other dealers who are now selling all kinds of drugs and proprietaries. Methylated spirit in five-gallon lots costs about 5d. a pint, and is retailed in this area by all kinds of shops at 6d. a pint and even at 5½d.; what quantity must one buy to get a low enough cost price to make a profit at this rate? My experience of opening in the evening of the weekly half-day is that people unknown to me, probably store customers during the rest of the week, bring their panel prescriptions and make a convenience of the service. I have always done my best for these customers without grumbling at working when the stores are closed.—Faithfully yours,

NEO-COMPETITOR (29/11).

SIR,—Although originally I hoped to offer suggestions which I thought might be useful in helping some chemists to combat the advertising being done by the large stores, realising that in the drug trade it is almost impossible to make suggestions to suit every business, I am now prompted to discuss the replies in C. & D. of November 26. "Competitor" appears to have assimilated my remarks correctly, but raises another aspect of real cutting by private chemists. I am amazed to hear of the prices he quotes, and can only say that there is neither sense nor reason in such actions. His tip regarding health salts is a very good one; I do the same thing. The extra duty question is open to argument; I maintain chemists should do just as much as is necessary, according to circumstances, to enable them to give the public reasonable service. I do not open on Sundays, but give a short service on the half-day of closing and all bank holidays. Far from making a fetish of opening I find time for tennis, golf, motoring, dances, theatres, talkies and other private social engagements, believing all work and no play makes Jack a dull boy. "Drug Traveller" has either not read my suggestions carefully or has side-tracked. I accept his description of competition as healthy rivalry, but I do not think the tone of the stores' advertising a healthy one for private chemists. I suggest the manufacturing chemists in this country combine in advertising the tests they apply to all their drugs before offering for sale.

Regarding my idea of selling at store prices, I understand that retail prices are fixed by the company shops to return a fair and just profit, to cover their overheads, and to enable them to pay good dividends. If private chemists are not able to do the same, surely it is because the manufacturing chemists do not sell at a reasonable price—in other words, do not manufacture as economically as the owners of the company shops. (Of course they have the extra expense of travellers.) Then we come to the prospect if every chemist sold at store prices; I qualified this by mentioning only a few lines that are noticed by the public. I contend our turnovers would go up. Why do the company shops draw? Primarily because their prices are less than ours. Can "Drug Traveller" tell me how to persuade customers to pay me more for olive oil than they have to pay at company shops, particularly after their advertising stating the purity and quality of their oil? This leads to another point. With olive oil at a reasonable price much more is sold because there is no need to be careful. I now buy in grosses instead of dozens, and I have not noticed since I dropped my prices that the company shops have dropped theirs again (and they will not do so if it is not a business proposition). Here again discretion is required, and a number of things must be excluded from this statement. There may be many pharmacists next door to stores getting good prices; but if they are charging more than the stores for lines the prices of which are noticed, then I still say some of their customers go to the stores for the articles I have mentioned. Cutting seems to be a sore point, but I fail to see where I advocated this except in certain lines as retaliation. Strictly speaking, it is not even retaliation; it is accepting the decisions and rulings of people who have a better knowledge of the market value than we have ourselves. Has "Drug Traveller" never cut the price of a drug to "get in"? Service does undoubtedly constitute goodwill, but we must have the customers first of all. Let us attract them with economic prices—hold them by service.

Yours faithfully,

CRITIQUE (28/11).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

A Warning

Regarding "A Warning" in the *C. & D.* of November 19 regarding "Scotland's Premier Tonic Wine," a Durham county chemist writes:—I would advise every chemist in the U.K. to have nothing to do with this man (or men) and the so-called "Tonic Wine." He simply appears to be trading on the good name, integrity and standing of the particular chemist in whose area he is working. A man called upon me and handed over a label with simply the name of the product on it, no address or particulars of any character whatever. He did not even give the name of the firm he was representing, so I presume he himself was the firm. He informed me that there would be canvassers calling from door to door, giving people a taste of the product and soliciting orders which were only to be executed by the recognised agent. He asked me to undertake the distributing agency, and, to tempt me, showed me a list of labels of highly reputable firms in the North, which, he said, had taken up the agency. His terms were: No stocks to be carried, only sufficient stocks to be taken in daily to be drawn from him to meet the demand for orders which were presented. He called two or three days after and said they were commencing to canvass—and from that day to this I have never seen him. I do know, however, he canvassed all the streets in this neighbourhood and said that I had sent him. He solicited orders ostensibly to be delivered by me, and two or three days afterwards called and delivered the goods himself and 'lifted' the money. I have had several dissatisfied customers in my shop since.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

H. A. (21/7).—DIGESTIVE POWDER.—This is said to be magnesium carbonate containing a number of coloured specks, which appear to be a dye. It was stated that this powder might form a suitable subject for a spectroscopic test analysis. This has been done, and the only dominant element is magnesium. Traces of sodium, calcium, strontium, iron, manganese and silicon were found.

Jacobus (17/8).—MOTOR-CAR WOODWORK POLISH.—This is a pink coloured emulsion of a siliceous suspension, which is practically pure silica, and may be silica gel, in a mixture of acid water and a volatile oil (about 60 per cent.). The oil appears to be paraffinic and is probably a "turpentine substitute." The aqueous layer is very acid, apparently with sulphuric acid, since it contains a considerable quantity of sulphate.

S. & H. (3/98).—COLOUR OF HYDRANGEAS.—The powder used for giving the blue colour to hydrangea blossom is alum. Rusty nails in the soil have the same effect, so that iron salts would presumably be equally satisfactory.

P. C. (23/38).—GOLD VARNISH.—The selection of a suitable medium for gold powder depends largely upon the purpose for which it is to be used. At present the preference is given to the use of a celluloid varnish based on the following formula:—

Celluloid 1 oz.

Dissolve in a sufficiency of acetone, and add

Amyl acetate to make .. 20 oz.

The use of this celluloid varnish presents the advantage of forming a thin protective coating over the deposited gold powder on the article to be gilded. Any varnish prepared with gum, such as gum damar, may also be used as a medium.

C. P. J. (28/98).—ROUP IN POULTRY.—(1) This mixture is a clear, green liquid containing copper, iron, zinc, sulphate, chloride and small quantities of several metallic impurities, together with a substantial proportion of formaldehyde. The iron is in the ferrous state, but the relative proportions of sulphate and chloride point to the solution being made with copper sulphate (5 per cent.) and ferric chloride (20 per cent.) and a little zinc sulphate, the ferric salt being reduced by the formaldehyde.—(2) This is a powder of a vegetable nature, and it would be difficult to analyse. Fennel, perhaps also liquorice, appear to be constituents. A notable proportion, say 3 per cent., of ferrous sulphate crystals is evident.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," December 15, 1882

The B.P. as a Student's Manual

Professor Attfield has not rested content with his labours at Southampton [as president of the British Pharmaceutical Conference], but has brought before the notice of his young audience [members of the Students' Association of the Pharmaceutical Society's School of Pharmacy] the subject of the Pharmacopœia as a student's manual. Such a compilation, he observes, is not primarily written for the student, but is an indispensable adjunct to his other studies. It contains a description of the armoury with which he must fight the battle of life—and he must be acquainted with its various pieces before he can venture to use them as offensive or defensive weapons.



LOZENGES PASTILLES TABLETS

LICORICE & MENTHOL PELLETS

ERNEST JACKSON & CO. LTD.

CREDITON DEVON

Telephone : Crediton 10.

Telegrams : Jackson, Crediton

London Office: Plantain Place, Crosby Row, Boro, S.E.1.

Telephone : Hop 2663

ETHYL CHLORIDE

CHLORYL ANÆSTHETIC (DUNCAN)

FOR GENERAL and LOCAL ANÆSTHESIA
IT IS INDISPENSABLE IN THE SURGERY

Ethyl Chloride (Duncan) is perfectly free from
hydrochloric acid, empyreumatic bodies, etc.

It has a pleasant ethereal odour and its vapour
is non-irritating.

Descriptive
Booklet
and
Prices
on
Application.

Supplied in 30 c.c. and 60 c.c. graduated flasks or
in 5 c.c. hermetically sealed ampoules.

May be had perfumed with Eau de Cologne
if desired.



DUNCAN, FLOCKHART & CO.

EDINBURGH and LONDON

104, Holyrood Road.

155, Farringdon Road, E.C.1.



ALKALOIDS

Fine Chemicals Opium Derivatives

Aloin • Atropine • Bismuth Salts • Caffeine _____
 Cantharidin • Capsicin • Chloroform • Chrysarobin _____
 Codeine • Diamorphine • Emp. Canth. Liq. • Ephedrine _____
 Ergotin • Eserine • Ethylmorphine • Gingerine _____
 Hyoscyamine • Jalap Resin • Leptandrin _____
 Morphine • Opium • Podophyllin Resin _____
 Salicin • Santonin • Scammony Resin _____
 Strychnine • Veratrine and other _____
 Pharmaceutical Chemicals and Preparations _____

*Goods covered by Dangerous
Drugs Acts offered subject
to all regulations.*



T. & H. SMITH Ltd

*Blandfield Works
Edinburgh*

*25 Christopher Street,
London, E.C.2*

*32-34 Virginia St.
Glasgow*

EST. 1827

SOUTH AFRICA

is steadily becoming a manufacturing country. The high tariff, just increased, fosters local industries and stresses the necessity for overseas Houses with important South African trade to explore the probable advantage of local manufacture. We already produce in South Africa for British and American proprietors many important Medicines and Toilet articles and have ample facilities at our Port Elizabeth Factory for more work. We can also distribute with maximum efficiency.

LENNON LIMITED

Head Office, CAPE TOWN
Branches throughout South Africa.

London Office,
12/14 Lafone St., London, S.E.1

SOLAZZI

Liquorice Juice

The Chemist's Brand.

Should any enquiries as to the composition of SOLAZZI be received from the Public, Chemists are requested to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the following guarantee obtains with every parcel.

Solazzi Juice is

*guaranteed to consist entirely
of the condensed extract of
finest Calabrian Liquorice Root,
without any admixture whatever*

Ensure Quality

JOHNSONS of HENDON

"SCALES BRAND"

PHARMACEUTICAL CHEMICALS
GALENICALS
AND PACKED DRUGS.

EMULSIONS, DECOCTIONS,
LIQUID EXTRACTS,
OINTMENTS, INFUSIONS,
TINCTURES, LINIMENTS,
SYRUPS

Manufactured under ideal conditions, modern
methods and strict analytical control.

**JOHNSON & SONS Manufacturing Chemists LTD., HENDON,
LONDON, N.W.4**

Manchester Office: 12 Queen St. Deansgate.

BURNSIDE'S AUSTRALIAN EUCALYPTUS OIL

(Shipped by W. K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

ALL B.P. GRADES

70/75 % B.P.
A specially rectified Oil of
high and very uniform Quality

Packed in Cases and Drums

STOCKS IN LONDON

808/5 % B.P.
Distilled from E. POLYBRACHTEA
The finest B.P. Oil obtainable
Odour and Colour

15 PHILPOT LANE
LONDON, E.C.3

AGENTS FOR U.K.

WILSON & MANSFIELD

WHOLESALE ONLY

'Phone: ROYAL 4561/3
'Grams: WYFIELD, LONDON

EPSOM SALTS

Commercial and B.P. Qualities
also Powdered

Glauber's Salt

Commercial and B.P. Qualities
and Desiccated

Zinc Sulphate

Commercial and B.P. Qualities

Zinc Chloride

Fused, Granulated and Liquid



Hyposulphite

of Soda Pea Crystals

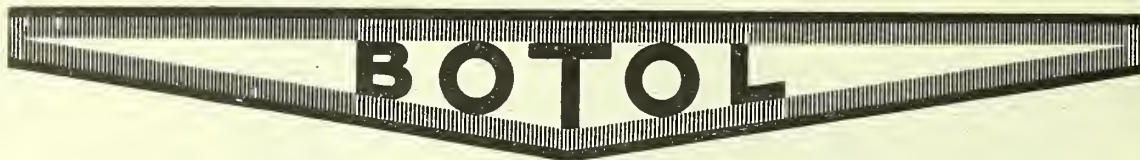
Lead Arsenate

Paste and Powder

Precipitated Sulphur

WEED KILLER

A list of our general Technical
Chemicals sent on application



A LARYNGEAL NARCOTIC



Prepared by a new process which enables **SOLID BROMOFORM** to be combined with **CODEINE**

Supported by active Medical Propaganda and recommended by the Medical Profession.

IN TUBES OF TWENTY TABLETS

3/- per tube **27/-** per doz.

Also in tins containing 250 tablets,
Retailing at 30/-.

FROM YOUR USUAL WHOLESALER OR



A Best Seller

**GLYCERINE
LEMON and
HONEY WITH
IPECAC.**

Packed in 3, 4, 6 and 8 oz.
Panel Bottles.

Shows an immediate return to the
Chemist who stocks this article
in everyday demand.

Samples and Prices from—
**BAISS BROTHERS &
COMPANY LTD.**

174/6 GRANGE ROAD, S.E.1

Telephone : Bermondsey 1301. Telegrams : Ipecac, London.

SALES OF "TENZ" TAKE AWAY THE BREATH

"Tenz," the tablets that sweeten the breath without scenting it, are being used by people in every walk of life.

"Tenz" Antiseptic Tablets instantly remove all odours from the breath. There is a universal demand for this line. Keep the dainty Display Box on your counter, and get your share of the sales. Sells at 3d. per tube and shows big profits. Order direct or from your usual Wholesaler.

Tenz Manufacturing Co., 8 Fairfield St., Manchester

"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes

GUARANTEED ABSOLUTELY PURE

MIDGLEY & PARKINSON, LTD., Warren Works, Pudsey, LEEDS

Sole selling agents for Great Britain—

THE OLD STRAND CHEMICAL & DRUG CO., LTD.
Audrey House, Ely Place, London, E.C.1

GARFIELD TEA

FOR CONSTIPATION

PROMPT SHIPMENT

ALL SIZES

'Phone or Write :

GARFIELD TEA CO.

44 Foxbourne Road

BALHAM, LONDON, S.W.17

EVANS, GADD & CO., LTD.

Wholesale & Manufacturing Chemists

BRISTOL and EXETER.

Telephone : Bristol 20358, 20359.
" Exeter 2278, 2279.

Telegrams : Gadd, Bristol.
" Gadd, Exeter.

LARGE STOCKS.

DRUGS,
GALENICALS,
PATENT
MEDICINES,

QUICK DESPATCH.

PROPRIETARY ARTICLES, SURGICAL DRESSINGS,
VETERINARY MEDICINES, ETC.

TO PHARMACISTS OF THE NORTH WE OFFER

PROMPT SERVICE : KEEN PRICES : SOUND QUALITY, AND FREQUENT MOTOR VAN
DELIVERIES IN THE TYNE, WEAR AND TEES AREAS.

For fuller particulars consult page 353
THE CHEMIST & DRUGGIST DIARY, 1932

BRADY & MARTIN, Ltd. Northumberland Rd., NEWCASTLE-ON-TYNE



C. & D. Stock-Taking Sheets

Halve the Labour of Taking Stock.

Price of Complete Pad, 2/6 post free.

The Chemist & Druggist, Publications Dept.,
28 Essex St., London, W.C.2

ALL CHEMISTS
SHOULD STOCK

ABDINE

THE GOLD MEDAL HEALTH DRINK

Quick Seller. Big Profits. Over 51 years' Reputation.

"Abdine" is the most popular Health Drink. Perfectly safe for all ages.
Made from choicest fruits, it does not contain Epsom or Glauber Salts. Year
after year the sales are steadily increasing.

DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

WE SPECIALIZE IN

THE MANUFACTURE OF

GALLIC ACID - PYROGALLIC ACID

PURE & TECHNICAL

RESUBLIMED, PURE CRYSTAL & TECHNICAL

WHOLESALE & EXPORT ONLY. Enquiries Invited.

J. L. ROSE, LIMITED, ABBEY ROAD, BARKING, ESSEX.

TELEPHONE : GRANGEWOOD 0070.

TELEGRAMS : "GALLIC, BARKING."

Robert Ferber Ltd

incorporating

JULES DENOUAL & CO.

Manufacturers of

Gum Pastilles

In 4 lb. Free Tins.

Aniseed, Honey and Chlorodyne ..	2/6 lb.
Antiseptic (Licorice, Terebene, Menthol, Eucalyptol, Wintergreen, Thyme, Pine Oil and Glycerine) ..	2/6 „
Black Currant	2/6 „
Breathe Easy	2/6 „
Catarrh	2/6 „
Compound Glycerine of Thymol ..	2/6 „
Eucalyptus Oil	2/6 „
Glycerine	2/6 „
Glycerine and Black Currant ..	2/6 „
Glycerine, Honey and Lemon ..	2/6 „
Glycerine and Paregoric	2/6 „
Iodized Catarrh	3/0 „
Menthol	2/6 „
Menthol and Eucalyptus	2/6 „
Pine Oil, Menthol and Eucalyptus ..	2/6 „
Pynoline (Menthol, Cajuput, Creosote and Terebene)	2/6 „

Packed Gum Pastilles

2 oz. tins, 5/6 per doz. 4 oz. tins, 10/0 per doz.

Gelabase Pastilles

In 4 lb. Free Tins.

Assorted Fruits	1/8 lb.
Black Currant and Glycerine ..	1/8 „
Catarrh	1/8 „
Cherry, Chest and Lung ..	1/8 „
Compound Glycerine of Thymol ..	1/8 „
Glycerine, Honey and Lemon ..	1/8 „
Lemon Squash Cubes	1/8 „
Licorice and Black Currant ..	1/8 „
Lime Juice and Sulphur	1/8 „
Phosph. Orange Tonic	1/8 „
Vitamin Malt	1/8 „

2 oz. tins, 4/6 per doz. 4 oz. tins, 8/0 per doz.

**Carlton Works, Asylum Rd.
LONDON, S.E.15****MORE POPULAR
THAN EVER...**

Easy to see why Snowfire Cream goes on increasing in popularity. Its purity and fragrance, its greaseless vanishing quality and its real beautifying properties make it the favourite everywhere. Every customer you make means more to come—every satisfied user tells her friends about Snowfire. So make good displays—brisk sales and good profits will result.

Handbag Containers 3d.

Dainty 6d. Tubes

Retail

**Snowfire
VANISHING CREAM**Manufactured by
F. W. HAMPSHIRE & CO., LTD., Sunnydale Works, Derby**—23,018—**

total Renipas users to date, being 263 more than when we advertised a fortnight ago. This in spite of being offered "just as good," but they will have Renipas, our figures prove this fact.

RENIPAS

buyers in your district are yours for the taking.

Renipas is stocked by principal Wholesalers such as:—
Butler & Crispe, May Roberts, Barclays, Edwards, Newberys,
Sangers, Hodders (Bristol), Daniels (Derby), Butler, St. Dalmas
and Wands (Leicester), Evans Lescher & Webb and Thompson
(Liverpool), Barnes & Crompton (Preston), Hedges (Birmingham),
McMullan (Belfast).

International Chemical Association, 69 Fleet St., London, E.C.4

HOPKIN & WILLIAMS, LTD.**MANUFACTURERS
OF THE****REAGENTS DESCRIBED IN THE B.P. 1932****FOR THE TESTING OF
PHARMACEUTICAL PRODUCTS****16 Cross Street, Hatton Gd., E.C.**

WHIFFEN & SONS, LTD.

GIVE NOTICE

that the transfer of their Battersea Works
to Fulham being nearly completed, from
now onward to save delay

all **ORDERS**

ENQUIRIES

CORRESPONDENCE

and **GOODS**

should be addressed to—



Telephone :
FULHAM 0037 (3 lines)

Telegrams :
" WHIFFEN, LONDON "

WHIFFEN & SONS, LTD.

Aldersgate Chemical Works

CARNWATH ROAD, FULHAM, S.W.6

THE WORD

SPUN

REGISTERED

TRADE MARK

IS A GUARANTEE THAT THE PREPARATION IS
THE FINEST OF ITS KIND IN THE WORLD.OINTMENTS AND CREAMS
OF EVERY DESCRIPTION

Telephone : Hop 2422.

Telegrams :
"USHENSPUNA,
LONDON."

ROBERT BLACKIE

SHEN WORKS,
TOWERBRIDGE RD.
LONDON, S.E.1*Feature*

one of the

BLACKWELL,
HAYES*Series*of Own Name
Packed Goods*Attractively packed at competitive prices.*Special range of concentrated mixtures
made to proved efficient formulæ.MOOR ST. & ALBERT ST.
BIRMINGHAM

“QUALITY COUNTS”

G. E. THURLEY & SON

Specialists in Liquid Paraffin

UNITY WORKS, LATIMER ROAD, LONDON, E.7

Telephone : Maryland 4685

ANADIN Brand TABLETS

ANODYNE COMPOUND

For Headache,
Toothache, Earache,
Neuritis, Neuralgia,
Colds, Rheumatism,
Pains after Tooth
Extraction.*Manufactured by*

ANADIN LTD. CHENIES ST., LONDON, W.C.1

METHYLATED SPIRITS

The Methyating Co., Ltd.
Regd. Offices: Kinnaird House,
Pall Mall East, London, S.W.1.

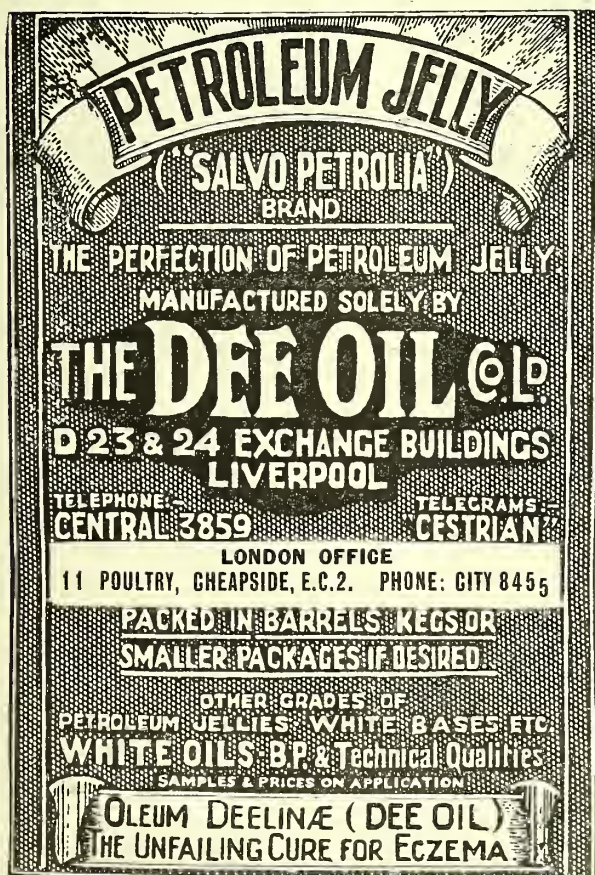
Telegrams: "Methcolim, Phone, London."

Telephone: Whitehall 6964 (2 lines).

Please ask for our Price List and pamphlet on Methylated Spirits Regulations, etc.; also for our new Booklet "THE NEW WAY TO REMOVE CARBON," which describes a new and simple method of decarbonising Motor Car Engines by the use of Methylated Spirits.

Distributing Depots:

London Liverpool Manchester Bristol Glasgow Leith Hull



PETROLEUM JELLY
("SALVO PETROLIA")
BRAND

THE PERFECTION OF PETROLEUM JELLY
MANUFACTURED SOLELY BY
THE DEE OIL CO. LD.
D 23 & 24 EXCHANGE BUILDINGS
LIVERPOOL

TELEPHONE: CENTRAL 3859
TELEGRAMS: "CESTRIAN"

LONDON OFFICE
11 POULTRY, CHEAPSIDE, E.C.2. PHONE: CITY 8455

PACKED IN BARRELS, KEGS OR
SMALLER PACKAGES IF DESIRED.

OTHER GRADES OF
PETROLEUM JELLIES, WHITE BASES ETC.
WHITE OILS, B.P. & Technical Qualities

SAMPLES & PRICES ON APPLICATION

PETROLEUM DEELINEÆ (DEE OIL)
THE UNFAILING CURE FOR ECZEMA

There is
always a space
on your shelves—if you stock

BIRLEY'S ANTACID POWDER

The World's Best Remedy for
INDIGESTION

It sells as fast as you stock it!

PROOFS

Sales have increased 300% in just over 3 years. The public have found that Birley's Antacid Powder does all that is claimed for it. Your Wholesaler has stocks for immediate delivery.

1/3, 3/- and 5/- tins (retail) at
11/6, 27/6 and 46/- (trade) per doz.

BIRLEY'S ANTACID LTD.
16 Northdown Street,
King's Cross, London, N.1

"Good old Grips"



**THE
FAVOURITE
SIXPENNY PASTILLE**

"GRIPS" have a unique place in the esteem of your customers. They are the oldest favourites and their name comes readily to mind as soon as the cold weather comes. "GRIPS" carry an excellent profit, and the goodwill built up through years of customer-satisfaction can be cashed by you.

"GRIPS" FIRST-AID PASTILLES

Agents to the Wholesale and Retail Chemists' Trade

THOS. CHRISTY & CO.,

4/12 Old Swan Lane, London, E.C.4.

Made by **LIGHTBOWNS Ltd.**, Accrington.

MEL ROSE — TABLETS

FOR
CHAPPED
HANDS, &c.

Manufactured for close on 50 years



The public demand is maintained in spite of many imitations, and Chemists can rely on sales all the year round.

Look to your Stocks.

2d. and 4½d.

MEL ROSE — CREAM

*Sold in Jars for the Dressing Table.
Contains all the remedial properties of
the Tablet made up in a softer form.*

9d.

ROBERTS & SHEPPEY SOLE MANUFACTURERS
2 SKIPTON ST., LONDON, S.E.1

THIS HOUSEHOLD REMEDY HAS A BIG SALE

Cephos
See-foss REGD
Pronounced **THE
PHYSICIAN'S
REMEDY**

Retails at
1/3 and 3/-
in powders
or tablets

Single
Powders
2d. each

**For
INFLUENZA
AND COLDS
HEADACHE
RHEUMATISM
NEURALGIA
LUMBAGO
SCIATICA**

from your
usual
wholesaler
or write
direct

SHOWCARDS & DISPLAY MATTER

Sent upon application to Cephos Ltd., Blackburn,
whether you obtain supplies from us or elsewhere.

Cephos Ltd. Blackburn

38% PROFIT ON BEECHAM'S PILLS & BEECHAM'S POWDERS



Many Chemists and Druggists are now reaping the benefits of a 38% profit on cost on Beecham's Pills and Powders. The reason for this is that recently we introduced a

£2 PARCEL

for either Beecham's Pills or Beecham's Powders or assorted Beecham's Pills and Beecham's Powders. The £2 parcels can be obtained direct or through your usual wholesaler and carry a 2½% cash discount together with a further 5% discount for window display, carriage paid—packing free—monthly account.

**STOCK MORE—
SHOW MORE—
SELL MORE
BEECHAM'S
PILLS and
BEECHAM'S
POWDERS**

ADVERTISING

Strong, virile and forceful advertisements comprising an extensive and continuous advertising campaign are appearing daily in the most important papers throughout the country. Every day they are helping you to sell more of our products and ensure a constant daily demand. House-to-house distributions augment the Press advertising throughout the British Isles, and show material is available for use in your shop or window, or on your counter.

Keep yourself well supplied with Beecham's Pills and Powders and reap the benefits to be derived from these fast moving lines.



**BEECHAM'S PILLS LTD
ST. HELENS. LANC'S.**

Tel. 2241 St. Helens.

Telg. Beecham St. Helens.

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFINCOLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.***STERNS LTD.**

Royal London House, Finsbury Sq., London, England

Telegrams: "CENTUMVIR, TELEW, LONDON."



AN OLD-FASHIONED—BUT REALLY EFFECTIVE
remedy for **COUGHS, COLDS, IN-
FLUENZA** and **BRONCHIAL** troubles.

Licoricine
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne.

TERMS.

10½d size,	8/6	per doz.
1/3	"	12/-
3/-	"	27/-

Less 5% dis. on £6 orders.

Carriage paid on orders of
£2 and over.

ESTABLISHED 793.

The Best and
Safest Infants'
Medicine of
over 130 years'
standing.

ATKINSON & BARKER'S
INFANTS' PRESERVATIVE

Does not
contain
any
Scheduled
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, G. on M., MANCHESTER



NOW AVAILABLE AT
BONUS TERMS
(OVER 70% PROFIT)

COLLOSOL BRAND HALIBUT LIVER OIL & MALT EXTRACT

1 lb. jars at 2/6. 2 lb. jars at 4/6.

CROOKES' STANDARDISED COD LIVER OIL

Vitamin A value not less than 25 blue units.
Vitamin D value not less than 4,000 blue units.
8 oz. 2/-. 16 oz. 3/6.

NOT MERELY BRITISH MADE BUT BRITISH THROUGHOUT

Write for particulars to:—

THE CROOKES LABORATORIES
PARK ROYAL, LONDON, N.W.10

Telephone: Willesden 6313 (3 lines)

Telegrams: Collosols, Harles, London

BUY BRITISH

The (National) British Government, Sept. 1931, said:

"In their expenditure it is hoped that everyone will be vigilant in making demands for **BRITISH LABOUR AND PRODUCTS**, so that we do not import one shilling's worth of goods more than is necessary."

HARROGATE BRITISH APERIENT WATER AQUAPERIA
(Medicinal)

Try **HARROGATE SPARKLING TABLE WATER**
"FONTALIS" (slightly saline) with your Whisky

CAMWAL Ltd. Victory House, Swallow St.,
Piccadilly, W.1.

Tel.: GERRARD 5714-5

CHEMISTS

If you do not stock the **NATIONALLY**
ADVERTISED line

CONSTIPON

we will send you a small supply with all
advertising matter on

SALE OR RETURN

CONSTIPON

GLASGOW, C.2.



IONONES: METHYL IONONES

WHITE, TOMKINS & COURAGE LTD.

REIGATE SURREY

The responsibility for the coming generations remains with us.

That the human body demands a sufficient supply of Vitamins to maintain it in a healthy state has been known for less than a generation.

Many people still suffer from lack of one or more vitamins, particularly A and D which give protection against infectious diseases and prevent rickets.

Scientific study of the problem of nutrition has shown that these vitamins are found to the greatest extent and in the least expensive and most accessible form in cod liver oil — a product which has become indispensable to the community.

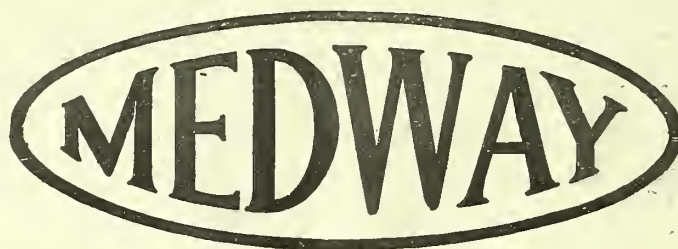
Cod liver oil is regarded by eminent physicians as one of the most powerful weapons mankind possesses in the battle against disease.

Norwegian cod liver oil is world famous for its supreme quality.

A teaspoonful of Norwegian cod liver oil contains more A and D Vitamins than all butter and milk one could possibly absorb in one day.



NORWEGIAN COD LIVER OIL



CORRUGATED PAPERS

(in rolls up to 78 inches wide)

PIECES, BOARDS & BOXES

*All corrugated productions
are manufactured from our own British made
strawpaper, produced from British
raw materials only.*

The Medway Corrugated Paper Co. Ltd.

London:
Blackfriars House
New Bridge St.
E.C.4.

Telephone : Central 8482
Telegrams : "Corrugated
Lud, London."



Provincials:
Tovil,
Maidstone,
Kent.

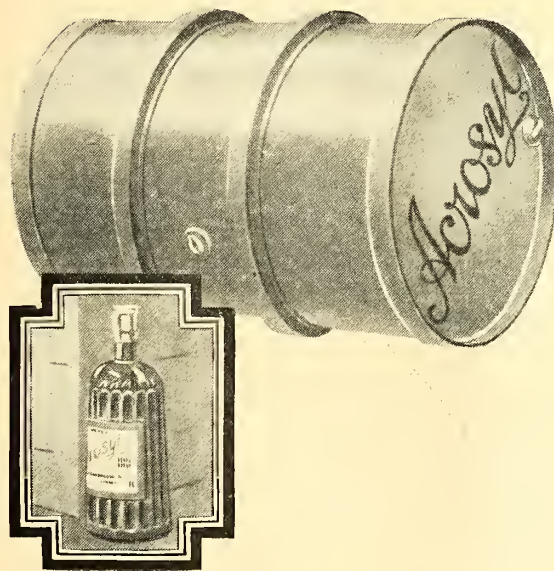
Telephone : Maidstone 4163
Telegrams : "Corrugated
Tovil."

Acrosyl

BRITISH LYSOL

A British Made Lysol that can be relied upon

1. 50% selected purified Cresols of our own manufacture.
2. A clear solution in water in all proportions.
3. A pleasant characteristic odour.
4. A guaranteed R.W. Co-efficient (2-2.5).
5. At the strengths normally in use does not corrode instruments nor injure rubber or textiles, and is non-irritant.



We have sixty years' experience as makers of Cresols.

It is because ACROSYL is made from purified Cresols manufactured and specially selected by us and submitted to test in our Bacteriological Laboratories, that we are able to give an unqualified guarantee of Potency and Uniformity.

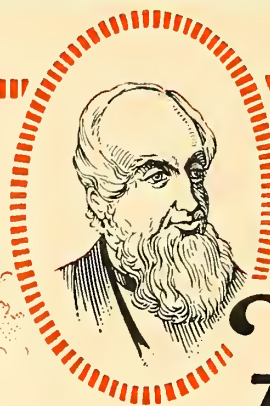
ACROSYL is a British Made Lysol that can be relied upon.

WORKS:
RUABON
NORTH WALES
SOUTH DOCK
SUNDERLAND

MONSANTO
CHEMICAL WORKS LTD

VICTORIA STATION HOUSE, VICTORIA ST., LONDON, S.W.1

TELEPHONE:
VICTORIA
1535



WHEN
the
Founder

of ARTHUR H. COX & CO LTD

came to Brighton the steam railway
between London & Brighton was not
then in existence.

In 1854 Alderman Arthur H. Cox patented
his process for the tasteless coating of pills.

NOW~
A huge battery of machines
manufactures
PILLS & TABLETS
for the needs of the world!



The new electrified trains
will enable us to give an even better service
to buyers of Pills & Tablets — **GROSSES or**
MILLIONS

DESIGNED IN THE STUDIOS OF ARTHUR H. COX & CO., LTD.

THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

DECEMBER 3, 1932

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

ADVERTISEMENT - TARIFF -

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-apaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers' Section) for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Strand, London."

**CLOSING FOR PRESS. ALL ADVERTISEMENTS INTENDED FOR
MUST REACH US FIRST POST THURSDAY MORNING.
NOT LATER THAN**

ORRIDGE & CO. 56 LUDGATE HILL, E.C.4
ESTABLISHED 1846 Telephone No.: CITY 2283

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements.

1.—**CITY PHARMACY** for IMMEDIATE DISPOSAL.—Old-established Retail and Dispensing Business producing a net profit of approximately £400 per annum; scope for increase with personal supervision; busy main road; attractive shop, very well fitted and stocked; held on lease at an inclusive rent of £200; usual City hours, closing at 1.30 on Saturdays; price £1,100, or value of stock and fixtures. Further particulars to genuine buyers.

2.—**GREENWICH (Near)**.—General Retail Business with Kodak and Ucal Agencies, also little Private Dispensing; D. & P. has been neglected; established many years and now for disposal owing to family bereavement; returns last year £1,303; present rate about the same; scope under more energetic management; gross profit 35 per cent.; rent £110; sub-let 30s. weekly; house could possibly be obtained if required; price about £750.

3.—**KOMFORD (Near)**.—Very good-class Retail and Dispensing Business with Optical connection; returns approach £3,000 per annum, with every possibility of further increase; attractive shop, very well fitted and stocked; new lease at reasonable rent; the business is for immediate disposal, and no doubt valuation terms would be entertained. Further particulars on application.

4.—**NORTH LONDON**.—Good middle-class Business in main road; returns this year will be approximately £2,500, neglected; scope to do much more; small Optical connection; chartered accountant's figures; double-fronted; shop very well stocked and nicely fitted; rent £150 per annum; sub-let 25s. weekly; held on lease; this business has done a much larger turnover, and is for sale solely on account of an affliction which the vendor has.

5.—**ESSEX**.—Good-class Retail and Dispensing Business for Sale; established 40 years; returns £3,400 per annum at usual profits; attractive shop in good-class shopping thoroughfare; 6-roomed house with bathroom, etc.; garden and right of way at rear; 20 years' lease; stock and fixtures worth about £1,600; lump sum offer or valuation of stock and fixtures, plus an agreed sum for goodwill; attractive town within easy reach of London.

6.—**BIRMINGHAM (Near)**.—Cash Retail Business, with N.H.I. and Kodak Agency; returns last year £1,806, producing a net profit of approximately £400; double-fronted shop in main thoroughfare; modern windows and fittings; good stock; large six-roomed house with side and back entrances; rent £46; held on lease; stock and fixtures worth about £850; price asked £1,250, or offer.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

56 LUDGATE HILL, E.C.4
ESTABLISHED 1846 Telephone No.: CITY 2283

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION.

7.—**SURREY**.—Middle-class Cash Retail Business, with N.H.I. £30 per annum; established 10 years; returns last year £1,301; chartered accountant's figures; double-fronted shop; stock worth about £600; modern house available at rental of £52 per annum; rent of shop £37 inclusive; 12 years' lease unexpired; terms: valuation of stock and fixtures, about £650, plus an agreed sum for goodwill.

8.—**SOUTH WALES**.—Good-class Country Business, easily worked, situated in market town and one of the most charming districts in the country; returns last year exceeded £1,700; double-fronted shop, well fitted and stocked; modern house; rent £40; long lease; low rates; stock and fixtures worth about £1,000; sum required for goodwill £150; genuine reason for sale.

9.—**MIDLANDS**.—Very good-class Business, offering scope for increase under more energetic management; established over a century; returns last year £3,555; position best in town; handsomely-fitted shop; very good stock; new lease will be granted; price £750 for goodwill, plus stock and fixtures at valuation, about £2,500 in all; vendor retiring.

10.—**PLYMOUTH**.—Middle-class Retail and Prescribing Business, neglected; returns last year £728, with gross profit one-third; single-fronted shop, situated in residential shopping centre; stock and fixtures worth about £350; rent £1 per week; no rates; living accommodation could be had; an immediate sale is desired and £300 or near offer will be accepted.

11.—**NORTH OF ENGLAND**.—Good-class Retail Pharmacy, with little N.H.I., good D. & P., Wine Licence, Kodak Agency and Shipping connection; established over 30 years; increasing turnover, last year being £2,710; corner premises; stock and fixtures worth about £800; bungalow and garage, with large garden, available; rent of shop £120 per annum; price asked £1,200, or value of stock and fixtures and an agreed sum for goodwill.

12.—**LONDON, N.W.**—For immediate Disposal, Dispensing and General Retail Business, with Kodak Agency; situated in good district, with scope; new estate at rear; returns last year approached £2,000 at usual prices; large double-fronted shop, well fitted and stocked; rent £100, inclusive of rates; stock and fixtures worth approximately £700; vendor is willing to consider an offer either in a lump sum or an agreed figure for goodwill, plus stock and fixtures at valuation.

BERDOE & FISH

11 ARCYLE SQ. KING'S CROSS, W.C.1

ONE MINUTE FROM KING'S CROSS AND ST. PANCRA'S STATIONS.

PHONE TERMINUS 3574
ESTABLISHED 1870

1.—NORTH MIDLANDS.—Good-class Family Retail with Optics; pleasantly situated; turnover £1,725; gross profits £710; net rent £40; double-fronted shop, fully stocked; same hands 15 years; owner semi-retiring; price £1,200.

2.—SOUTH-EAST COAST.—Light Family Retail and Dispensing Business; in growing residential district; no immediate opposition; returns £1,850; scope for increase; handsomely-fitted pharmacy, well stocked; large house; price £1,300.

3.—DERBYSHIRE.—Old-established Business in busy town; returns average £1,350; good profits; rent £52, on lease; corner shop; well fitted and fully stocked; no near opposition; price £800.

4.—BIRMINGHAM.—Good-class Retail and Dispensing Business in pleasant suburb; main road position; present returns about £1,400; scope for increase; rent £70; large shop, with house; excellent stock; price £850.

5.—ROMFORD (Near).—Death vacancy. Good-class Family Retail; very small N.H.I.; fine opening for Optics; returns average £1,900, audited figures; large shop, with nice house and garden; 21 years' lease granted; price £850.

6.—LONDON, N. (15 miles out).—Good-class Business in growing residential district and with excellent prospects; returns, under manager, £1,568; handsome modern pharmacy; good house; large garden; price £1,250.

7.—LONDON, E.—Cash Retail and Prescribing, with small N.H.I.; returns £1,500, plus N.H.I.; rent £54, on lease; small

living accommodation; net profit £350; ill health necessitates sale; offers invited.

8.—SOUTH DEVON.—Sound general Family, Retail and Dispensing business, in small market town; returns £1,200, increasing; good house and garden; excellent stock; price £950.

9.—LIVERPOOL.—Light Cash Suburban Business, returning under manager, £1,450; gross profit £550; splendid position on new housing estate; scope for increase; modern fitted pharmacy, well stocked; long lease; price about £700.

10.—EASTERN COUNTY.—Middle-class Light Retail, in populous district of busy town; returns about £1,650; net profit over £400; lock-up shop; low rent; on lease; price £900.

11.—DEVONPORT.—Well-established Business in thickly populated district; returns £720; neglected through illness; plenty of scope; low rent; good stock; price £375, or near offer.

12.—SURREY (25 miles out).—Unopposed good-class Family and Dispensing Business in growing district; returns approach £1,250; good profits; modern house, every convenience; good stock; price £950, or offer.

13.—LONDON.—Good-class City Business, old established, and returning about £1,800, under management; gross profits 45 per cent.; modern fittings; excellent stock; price £1,100.

14.—LONDON (Essex Suburb).—Sound working-class Cash Retail Business; present returns average over £20 a week; rent only £36; long lease; comfortable house; price £500, or £225 and stock at valuation.

BUSINESSES WANTED IN ALL PARTS.

We have a large number of genuine cash buyers seeking sound concerns from £700 up to £4,000, and invite correspondence from intending vendors, as we are able to effect quick sales with the utmost privacy.

LET US QUOTE FOR YOUR STOCKTAKING.

ALL VALUATIONS PERSONALLY CONDUCTED BY PRINCIPALS.

ERNEST J. GEORGE CHEMISTS' BUSINESS SPECIALIST, VALUER, AND TRANSFER AGENT

Tel.: Earnest, Walsall.

TUDOR HOUSE, WALSALL

Phone: Walsall 3774

London Office: Sentinel House, Southampton Row, W.C.1

Phone: Museum 8340.

[London.

(OPPOSITE KINGSWAY SUBWAY)

Grams: "Earnest" Ofiservis, Westcent,

Where possible, all BUSINESSES are VISITED and initially INVESTIGATED prior to being offered out for sale.

Service and assistance is rendered to prospective buyers, without any charge or obligation to purchase.

(C1) LONDON, SOUTH EAST.—Old-established drug store and mixed business, situated in busy main thoroughfare; average returns upwards of £4,000 per annum (all cash); freehold property available, or lease would probably be granted if preferred; living accommodation; owner retiring.

(C2) NEWCASTLE (NEAR).—Old-established lock-up pharmacy, well-positioned, and possessing good scope for future development; present returns approximately £1,250 per annum; rent, £40; purchase price, £850, which approximates value of stock and fixtures only (no goodwill asked).

(C3) MANCHESTER (NEAR).—Modern pharmacy and optical business, with freehold property, including exceptionally good flat above; returns for present financial year approximately £40 weekly; genuine scope for further increase; price asked for business, £1,100, plus value of freehold, upon which a substantial mortgage could, no doubt, be arranged, if desired.

(C4) SUSSEX COAST.—Old-established retail business for disposal owing to recent death of proprietor; turnover for last financial year approximately £1,200; but there should be undoubted scope for increase under new energetic ownership; living accommodation; rent, £65 per annum; purchase price £950.

(C5) LONDON, W.—Pharmacy, lock-up, showing returns of approximately £20 weekly; rent, £60; lease 21 years; purchase price, £500, including stock and fixtures, approximately £400.

(C6) BIRMINGHAM (RESIDENTIAL SUBURB).—Good-class pharmacy with living accommodation; present returns £25—£30 weekly; opening for optics if desired; purchase price £850.

(C7) LONDON, N.W.—Pharmacy with small flat above, situated in growing middle-class residential district; exceptional scope, as considerable building operations are now in course of progress; returns for last financial year approximately £1,800; rent, inclusive of rates, £100 per annum; sub-let £78; long lease; reasonable purchase price.

(C8) DEVON.—Good class family and dispensing business, recently established, for disposal owing to special circumstances; turnover for last financial year, approximately £1,200; good living accommodation, with large garden; rent, £100; lease 21 years; purchase price by negotiation; offers exceptional advantages to a private chemist with enterprise and initiative.

(C9) YORKSHIRE.—Good class family and agricultural business, with exceptional scope for optics; established about 50 years; returns for last financial year, £1,300; rent, £32 10s. per annum; sub-let

£19 10s. per annum; house available near by if required; purchase price for quick sale, £650, including stock and fixtures estimated at £460.

(C10) LIVERPOOL.—Old-established light retail business with good dispensing and photographic connection; in present hands over 20 years; average turnover for last three years under management, approximately £2,400 per annum; net profit to a proprietor running the business personally should be in the region of £750 yearly; 10-roomed house, available for immediate occupation, or could be sub-let if desired; rent of shop and house, £104 per annum; a new lease for any period at purchaser's option will be granted; reason for disposal owing to semi-retirement; purchase price, £550 for lease and goodwill plus value of stock and fixtures.

(C11) SOUTHERN COUNTY (CATHEDRAL CITY).—High-class pharmacy doing approximately £50 weekly; excellent living accommodation, which, if not required, could be sub-let on advantageous terms; good lease; pharmacy well stocked and fitted; further particulars on application.

(C12) WEST BROMWICH (NEAR).—Good profit-earning business in main shopping street; present returns upwards of £30 weekly; inclusive rental, £65 per annum; further particulars in strict confidence, to bona fide inquirers upon application.

(C13) BLACKPOOL (NEAR).—Good family business, well suited to a private chemist with limited capital; turnover for 1931-32, upwards of £1,150; good living accommodation; rent, £104; lease by arrangement; no near opposition; returns for current year show an increase over the corresponding period last year; price for quick sale, £550 or near offer.

(C14) SUSSEX (PROMINENT SEASIDE RESORT).—Good-class retail business (lock-up) with extensive sales in fancy goods, toiletries and photographic utensils; owner selling for family reasons; the present returns are in the region of £30 weekly, but these figures are capable of considerable increase; the turnover of the business has previously exceeded £2,000 per annum, which should be well within its present capabilities; purchase price to comprise value of stock and fixtures, plus a nominal goodwill.

(C15) ESSEX SUBURB.—Good class family business for disposal owing to recent death of proprietor; returns for 1931-32 £1,900; living accommodation, with good garden; freehold could be purchased if desired or lease would be granted, price £850; offers considered.

Stocktaking Valuations, also Pricing of Chemists' Own Records, carried out at LOWEST POSSIBLE RATES.

S. F. CLARK, F.N.A.A. ^{'Phone: Prospect 3366} CHEMISTS' VALUER & TRANSFER AGENT

34 Marksbury Avenue, Richmond, Surrey

VALUATIONS for sale, purchase, probate, and Income Tax purposes, personally conducted in any part of the British Isles. ACCOUNTS audited. BALANCE SHEETS certified. BUSINESSES (all districts) required.

All communications receive prompt attention.

The ASSOCIATION of MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL

PARKIN S. BOOTH, Valuer. *Tele. CITY 1261-2-3-4.*

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BORDER ESSEX.—Country Retail Business; Kodak Agency; double-fronted shop, well fitted and stocked; pleasant living accommodation; net profits £200 year, approximately. Full particulars, for purchase about April, 1933, apply 328/18, Office of this Paper.

CODNOR (Derbyshire).—Old-established Retail Business for Disposal, including Freehold Property; also Proprietary Rights in the Ridyard Tablet Company. Write A. J. Cash & Sons, Solicitors, Derby.

MANCHESTER.—Splendid opportunity occurs to acquire a genuine old-established Chemist's Business in thickly populated neighbourhood (working class); large N.H.I.; few patients; adequately fitted and stocked; net profit approx. £8 per week; rent £36; rates £24; price to include sole rights of well-known Proprietary, £600. 213/635, Office of this Paper.

MIDLANDS, SOUTH.—Medium-class Retail Business for Disposal; main road corner shop; good house attached; rent £1 per week; 10 years' lease; takings, 1931, £1,325; net profit £350, increasing, 1932, to £1,400; audited accounts; price, stock and fixtures £400, plus one year's profits £350; £750 all; banker's or other suitable reference. 351/6, Office of this Paper.

OUTER LONDON SUBURB.—Branch Business; corner shop; unlimited scope for live man; turnover under manager £1,100; when managed by owner during first year 1929 turnover £1,444; long lease; net rent £42 10s.; price, including stock (£550) and fixtures, etc., £890. 330/19, Office of this Paper.

SOUTHPORT.—Recently-opened Pharmacy and Photographic, in good-class established residential district; nice look-up shop; rent £26; low rates; no near opposition; increasing returns; opportunity to build up good-class family business; excellent reasons for disposal; price £350, which includes everything. 213/636, Office of this Paper.

SOUTH YORKS.—Old-established working-class Retail Business, with sound Wholesale connection; capable of considerable extension; good N.H.I.; Kodak; Wholesale and Retail will be sold separately or conjoined; stock and fixtures at valuation; small goodwill; living accommodation, now used for Wholesale; stock can be adjusted. Spencer, Main Street, Mexborough, Rotherham.

SURREY (Eight Miles London).—Good-class Pharmacy; main thoroughfare; immediate Disposal; last turnover £1,600, could be increased; scope for Optics and Photography; established nearly 100 years; present proprietor, 12 years, selling owing to ill-health; 10 years' lease, renewable; good living and letting accommodation; rent £150; price £600; stock and fixtures at valuation; no agents. P.C.B. 57/4, Office of this Paper.

SURREY (River Resort).—Good-class Business, in main street, rebuilt house and shop, garden, side entrance; long valuable lease; open 2 years; doing £2,000 per annum; has been neglected; capable quick increase; indifferent opposition; Optics recently added; private reason for disposal; references bank and trade, please. "Immediate," 331/37, Office of this Paper.

JOHN BRIERLEY, F.N.A.A.

CHEMISTS' VALUER AND TRANSFER AGENT,

135 Queen Street, Newton Heath, MANCHESTER

I Specialise in Valuations, Stocktaking and Business Transfers.

"Personal attention to all matters."

(Phone: Failsworth 1913)

SUSSEX.—A genuine good-class Business for Sale; returns £1,700; scope for increase with Optics; 12 years' lease; rent £80 per annum; rates £20; good house and garden; price £1,150, all at; intending purchasers must have sound references; no agents. 213/630, Office of this Paper.

AN exceptional bargain, owing to proprietor not being able to give attention, handsome little Pharmacy, well stocked and nicely fitted in mahogany; situated near sea and surrounded by boarding-houses and hotels; rent £95 inclusive; lock-up shop; scullery and yard; long lease; price £225. "Bournemouth," 83 Barnsbury Road, N.1.

DOUBLE-FRONTED Lock-up Pharmacy, in large, growing district; gross profit, 1931, £555; takings up for 1932; rent £78; rates £38; net profit to owner-manager over £400 per annum; price £475; stock at valuation for quick sale. Box R968, Lee & Nightingale, Liverpool.

EXCELLENT opportunity for young pharmacist to obtain sound Business; no opposition; 28 years' lease; takings £1,200 per annum; Panel 500 per week; Stationery, Library, Post Office and Optics all included; £850; near Shepherd's Bush; owner going North. Write 329/5, Office of this Paper.

LARGE double-fronted Shop in good-class and growing neighbourhood; well fitted and stocked; long lease at inclusive rental, £100; part let off at £78; turnover £1,870; net profit £350; Kodak Agency; N.W. district; must be sold prior to January 1; no reasonable offer refused. No triflers, please. 329/12, Office of this Paper.

MODERN Pharmacy; established 11 years; fitted throughout with up-to-date mahogany fixtures; excellent position in busy Monmouthshire industrial town; well stocked; low rent and rates; also living accommodation; would accept £650 or nearest offer for quick sale; owner entering different profession. 329/10, Office of this Paper.

OLD-ESTABLISHED, well-stocked Drug and Photographic Stores, situate main road North London; a good going concern, with ample living accommodation; bargain for someone. Further particulars at interview. "S. H.," 327/25, Office of this Paper.

£250, ALL AT.—For quick Sale, London, E., recently-opened Pharmacy, 14-year lease, in busy main road position; cost much more for fitting and stock; has only to be seen; rent £100; good reason for disposal; excellent living accommodation. 329/11, Office of this Paper.

AGENCIES.

AGENCY required by Chemist with first-class connection in Drug Trade and Medical Profession in Scotland; own car. 332/6, Office of this Paper.

TO Overseas Manufacturers of Proprietary Preparations for the Medical, Dental and Veterinary Professions. Correspondence invited from Manufacturers desiring to depute the Manufacture, Packing, Sales Distribution, Advertising and Storage to a British Company of 30 years' highest reputation, possessing established sales organisation throughout Great Britain, Ireland and India. Inquiries strictly confidential. 213/626, Office of this Paper.

BUSINESS OPPORTUNITIES.

£5 REWARD for accepted suggestion suitable district, Southern half England, preferably developing, offering opening experienced medical man. Full details, size and type district, number present medicos, suggested premises, etc., welcomed. BM/SSJL, London, W.C.1.

BUSINESSES WANTED.

A PRIVATE Limited Company requires immediately for purposes of extension about 20 sound Businesses in or near London. Owners of businesses showing returns of £40 weekly and upwards (five-figure turnover businesses with definite interest), with proportionate overhead charges, and who may for any reason be contemplating removal or retirement, are invited to communicate, in strict confidence, with Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone: Museum 8340.

A QUALIFIED Chemist is prepared to pay cash for a Business doing in the neighbourhood of £1,250; property purchased on mortgage if reasonable; living accommodation essential. Full particulars, with reasons for disposal, will be treated in strict confidence. 328/37, Office of this Paper.

PHARMACIST, with £5,000 capital, is open to Purchase a Business immediately; any district considered, but preferably Midlands or South; turnover should not be less than £2,000 per annum. All replies treated in confidence. 213/634, Office of this Paper.

SOUND Business required by Chemist with capital of approximately £1,000; any suburb of London; living accommodation essential. Reply, in strict confidence, to 213/635, Office of this Paper.

WOMAN Pharmacist desires a Business within 20 miles of Leeds; would prefer a Lock-up Shop, with a turnover of not less than £1,000, and one with Kodak Agency; available cash £300, rest arranged by instalments. Apply "Chemist," c/o Miss Galloway, 21 Chestnut Avenue, Hyde Park, Leeds, Yorks.

PREMISES TO LET.

ACOCKS GREEN (Birmingham).—Shops, with living accommodation, in important main road market position and adjoining well-developed estate, to be Let on Lease at £100 per annum. Jack Cotton, F.A.I., 35 Waterloo Street, Birmingham, 2.

KENTON.—Premier position, facing L.M.S. and Bakerloo Station, ideal for Chemist, Druggist, Optician, etc.: Lock-up Shop to be Let on Lease; commencing rent £150 per annum, excl. (or might divide); store or work-room available. Johnson & Black, Ltd., Estate Agents, Kenton Road, Kenton. Wordsworth 1161/3.

LEGAL NOTICE.

IN THE MATTER of a Deed of Assignment for the benefit of creditors dated 15th day of January, 1931, executed by Adam Fleming, Chemist, of 179 New North Road, N.I. Notice is hereby given that the Trustee intends to declare a dividend on or about 2nd January, 1933, and also that all persons having any claims against the estate of the said Adam Fleming, who have not already sent in their claims, are required on or before the 23rd December, 1932, to send particulars thereof in writing to the undersigned, the Trustee under the said deed, and to execute or assent in writing to the said deed, and that in default they will be excluded from the benefit of the dividend proposed to be declared.

Dated this 2nd day of December, 1932.

K. NICHOLSON,
1 and 2 Trump Street, King Street, E.C.2,
Chartered Accountant.

DIRECTORSHIPS.

M.P.S. offered share in two profitable Pharmacies; salary as manager £4 10s., plus third share profits; invest £500; Optical qualification an advantage. Box 8969, Lee & Nightingale, Liverpool.

PARTNERSHIPS.

PARTNERSHIP offered in an old-established good-class business in large city in North Midlands, with view to succession later; capital to be invested necessary; large, well-fitted shop; good opportunity for young, smart and energetic man. 331/22, Office of this Paper.

REQUIRED, Working Partner, with capital £100 to £150, work up small Business; coast town; steady trade; house attached; sole control; salary and commission. Interviews only. "Urgent," 5a Brampton Road, Bexley Heath, or 'phone Bexley Heath 1102.

SITUATIONS OPEN.

RETAIL (HOME).

HAMPSTEAD, N.W.—Assistant required for Wednesdays from 3 p.m., unqualified, gentleman; good-class business; experienced Dispenser and Counterman essential; one who can give other spare time if possible during week or week-ends; aged 23-50 years; salary by arrangement. 213/637, Office of this Paper.

LONDON, S.W.16.—Junior Assistant required, unqualified, age under 25, for high-class Dispensing business. Apply, stating the usual particulars, to A. E. & G. L. Weston, Chemists and Opticians, 278 High Road, Streatham.

LONDON.—Temporary Assistant wanted, unqualified, active, good Salesman and Dispenser, young, from December 12 to December 24; good references necessary. Apply, with particulars, salary, etc., Ullett, 198 Rye Lane, S.E.15.

LONDON.—Young lady, Junior or Improver. Apply, with full particulars of experience, stating age, height, salary required and when at liberty, or personally, to Marshall's Chemists, 78 High Street, Kingsland, E.8.

ASSISTANT required, accurate Dispenser, Window-dresser; quick Retail trade; permanency for reliable man. State age, height, salary required, with references, to Rowlands, Ltd., 2 Hesse Road, Hull.

CHEMIST, with Optical knowledge and Agricultural experience; Welsh speaking; abstainer; single; age 35-45; live in; comfortable berth. Applicants must state salary required and copies of recent references in first letter. Apply 332/7, Office of this Paper.

CHEMIST; qualified; age 30-45; good Window-dresser; salary; commission 10 per cent. on cash sales up to £30, 5 per cent. over per week, hence smart and efficient salesman wanted. Send particulars, copy references, photo (stamped addressed envelope for return), age, height, etc., to Parker, Chemist, Coventry.

IMPROVER or Junior (male) wanted for a few weeks with possibility of permanency; new good-class business; moderate salary. Apply R. E. Simnett, Chemist, Telford Court, Streatham Hill, S.W.2.

MANAGER, qualified, for December 12; smart, quick at Counter, good Window-dresser, full and sound experience. Copy testimonials only, not answered in five days respectfully declined. (No stamped envelopes, please.) Letter or personally. Nettleton, Chemist, 24 Brighton Street, Seacombe, Wallasey, Cheshire.

PART-TIME Assistant wanted; principally Dispensing; evenings and alternate Sundays. State full particulars and salary required in first letter. All applications unanswered in seven days respectfully declined. Address to "Beckenham," 331/34, Office of this Paper.

QUALIFIED Manager, about 30, married preferred, for busy Cash business with N.H.I.; South London district; good opportunity for energetic man capable of business building; one assistant kept; £4 weekly with commission and small flat over shop rent free. State age, height, full details of experience and when at liberty; interview will be required. 331/4, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

THE Stockport I. & E. Co-operative Society, Ltd., 27/39 Chestergate, require the services of a Drug Manager to take charge of the Central and two Drug Branches; total sales £8,500; wages £6 10s.; applicants must be fully qualified Chemists and Opticians. Applications, stating age and experience, together with copies of two recent testimonials, endorsed "Chemist," must reach the Society not later than first post on Monday, December 5. By order of the Committee, S. Lloyd, General Secretary.

THOROUGHLY experienced qualified Manager (married) required for good-class business, with living accommodation. Submit photo and give full particulars of experience, stating age, height, salary required, etc. Wands, Ltd., G.P.O. Box 20, Leicester.

VACANCY occurs for a qualified Junior in a high-class Dispensing establishment in Brighton; permanent position. Applicants (male) must be of good appearance and address; interview will be required. 213/631, Office of this Paper.

WANTED, shortly, two qualified young lady Chemists and a qualified gentleman, with personality, for London and Country Pharmacies and to take charge occasionally; salary £5 (approximately) weekly; to encourage interest option of partnership will be given to suitable applicants if desired; must send full particulars and photograph in first letter. 328/26, Office of this Paper.

WHOLESALE.

EASTERN COUNTIES, LONDON AND SCOTLAND.—Travellers to carry on commission as side line some quick-selling Specialities for Chemists. 328/8, Office of this Paper.

LABORATORY Assistant required in N.E. Lancashire, used to steam plant, capable of supervising, making Galenicals, particulars and wages required. Also Representative for Lancashire, West Yorkshire and Cheshire; must have sound connection for Drugs, Sundries and Packed Lines. Particulars, 328/24, Office of this Paper.

MEDICAL Representative required; qualified Chemist preferred; willing to travel outside London when necessary. Write, stating age, experience, and salary required, to 213/628, Office of this Paper.

MEDICAL REPRESENTATIVE.—An opportunity occurs for a young man of good education to join the staff of an established house, well known to the medical profession. Write giving full particulars of education, experience and general qualifications, to 213/632, Office of this Paper.

SWANDOWN TOILET PREPARATIONS require Representatives for each of the following areas: (1) Lancashire, North Wales and Cheshire; (2) South Coast; (3) Midlands. Applicants must be energetic and have established connections with Stores, Chemists, Hairdressers; own car essential; commission and expenses. Full particulars: Tetlow, 61 Eagle Street, W.C.1.

WANTED, at once, experienced Traveller with established connection in and around London for reputable house of Hairdressers' Sundriesmen; good wage for right man. Apply 328/3, Office of this Paper.

WANTED, Expert, able to produce best French Beauty Products from samples. 213/629, Office of this Paper.

WANTED by leading Wholesale House, young Pharmacist, preferably with some knowledge of Bacteriology. Applicants should describe their experience in detail. Replies to 327/27, Office of this Paper.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require Partners, Agents or Assistants, or wish to Sell their Businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given on the front page of this Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.—A qualified Chemist, 25, seeks post; 6 years' London and provincial experience; keen Salesman, reliable Dispenser; disengaged December 5. 330/39, Office of this Paper.

A.A.A.—QUALIFIED; 27; excellent experience, West End and suburbs; Photographic, etc. 3 St. James' Mansions, N.W.6.

A.A.A.—QUALIFIED; Manager or Assistant; experienced in all branches; permanency or Locum; tall, reliable, and a hard worker; excellent references; disengaged. J. Simmons, 11 East Tenter Street, Minories, E.C.3.

A.A.A.—QUALIFIED; 27; business builder; London and provincial experience; Managership preferred. Gordon, 119 Park Lane, N.16.

A.A.—QUALIFIED; 34; progressive position required as Assistant or Manager; experienced all branches; Counter, Dispensing and Photographics, etc.; disengaged. "Chemist," 50 Grove Lane, Camberwell, S.E.5. Phone: Rodney 2719.

A.A.—ADVERTISER; unqualified; tall; 19 years' experience; reliable; abstainer; now disengaged. Alexander, 189 Southampton Street, S.E.5.

A.A.—QUALIFIED Manager, 38, competent business builder, seeks responsible position, private pharmacy; sole charge; London suburbs; excellent Prescriber; experienced all branches; thoroughly conscientious; quick and capable; smart appearance, with tact and personality; proved ability; £4 5s. with house. 330/21, Office of this Paper.

A.A.—QUALIFIED, 25, best type experience, practical and conscientious, of good address. "M.P.S.," 96 Bensham Manor Road, Thornton Heath.

A.—QUALIFIED Assistant or Manager desires post; fair all-round experience. Retter, 9 Devonport Street, Hyde Park.

A CAPABLE, all-round Assistant, age 32, desires permanency in good-class pharmacy; first-class references and experience; South or South-West Counties preferred. "M. J.," 44 Slad Road, Stroud, Glos.

A QUALIFIED, experienced Manager; disengaged; over 9 years last berth; London or suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A QUALIFIED Chemist, 36, height 5 ft. 10 in., married, 20 years' Retail experience in London and suburbs, qualified 10 years, one position 14 years, requires position as Manager or Senior in London or near; interview desired. Charles, 45 Chatham Road, Kingston, Surrey.

A QUALIFIED Chemist, age 36, experienced all branches pharmacy, requires post, if possible with view to Partnership or succession in good business; £3,000 capital available; free to interview. Apply 331/11, Office of this Paper.

A QUALIFIED Chemist, 25, desires permanency; Manager or Assistant; excellent references; moderate salary; disengaged. 330/33, Office of this Paper.

A S Assistant; unqualified; age 24; sound all-round experience, Dispensing and Counter; well recommended. Nicholas, 11 The Park, Treharris, Glam.

A S Assistant, Locum, Manager; whole or part time; good sound experience, Dispensing, Counter. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

A S Branch Manager or Assistant; qualified; 24; single; high-class Dispensing and Counter experience; some knowledge of Optics; reliable references; interview welcomed; free New Year. 331/39, Office of this Paper.

A SSISTANT or Manager; unqualified; 38; 20 years' all-round experience. Gibbs, 29 Hildrop Road, London, N.7.

A SSISTANT, unqualified, with 30 years' experience in Dispensing and General Retail; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham, 16.

A SSISTANT, unqualified, 35, desires permanency; anywhere; capable Dispenser, thorough experience Retail, good Counterman, also Window-dressing and Photographics. Geo. Dodd, 1 Victoria Gardens, Northampton.

ASSISTANT, 22, 7½ years' experience, seeks situation; high-class Dispensing and Counter work; Optical student. Cooper, 31 Princes Street, Tunbridge Wells.

ASSISTANT with Retail experience desires post with London Store. 332/9, Office of this Paper.

CAPABLE lady Assistant, 21, requires post; 4 years' experience, Toilet, Photographic and general Counter work, Window-dressing, Stock-keeping, Book-keeping; splendid testimonials. 329/9, Office of this Paper.

CHEMIST, 23, requires temporary or permanent position; seven years' first-class experience, including West End; excellent references; salary £3 10s. Cruse, "Merton," 90 St. Paul's Avenue, Kenton, Middlesex.

DISENGAGED; qualified, thoroughly experienced Pharmacist; elderly; active; rapid Dispenser; Locum (any distance), part time, suitable permanency; London entertained; rational salary. "Statim," 62 Charlwood Street, Westminster, S.W.1.

EVENING work required; qualified; 35; Central London preferred; highly experienced; moderate terms. 1 St. George's Mansions, Holborn, W.C.

GENTLEMAN desires berth; young; smart appearance; experience quarter century; modern Salesman, Pharmacy, Ciné, Photo, Multiple Buyer (Wholesale or Retail), Managerial; 15 years present post; highest credentials. "Advertiser," c/o J. Mitchell & Co., 9 Riverway, Palmers Green, N.15.

LADY, 23, qualified, tall, reliable, desires post; temporary or permanent; disengaged. "Chemist," 144 Jamaica Road, Bermondsey, S.E.16.

LADY Pharmacist (26), disengaged, for locum or permanency; experienced Hospital and Retail. 8 Kerrison Road, W.5. Ealing 4063.

LADY Assistant requires temporary or permanent position; 5 years' first-class town and seaside experience; no dispensing. 331/12, Office of this Paper.

LOCUM, qualified, registered R.P.U., open for long or short periods; reliable. "L," 2 Manton Way, Galpins Road, Thornton Heath.

LOCUM or part time; qualified; all-round experience in own business and as manager. Rennard, Halton, Leeds.

LOCUM or Emergency Relief; 45; disengaged; London and provincial experience; competent; any distance. Howell, 20 Working Street, Cardiff.

LOCUM, permanency or part time; Dispensing, Counter, Windows, Prescribing, Photography; abstainer; free now. Harries, 3 Cancell Road, S.W.9.

LOCUM or emergency relief; disengaged; long experience; thoroughly competent; any distance, position or period. "Chemicus," 56 Rudloe Road, Balham.

MANAGERSHIP or control of business, with or without view to succession, desired by Pharmacist, Silver Medallist, with extensive West End, City and general experience, good appearance and address; London, S.E., preferred; at liberty to one month or less. "Pharmacist," Grove Cottage, 52 Grove Park Road, Motttingham, S.E. Tel.: E1t. 1934.

MANAGER, qualified, 30, tall, requires responsible position; keen Salesman, able business builder and staff controller, smart Window-dresser. 331/21, Office of this Paper.

MANCHESTER district preferred, but not essential. Qualified, 23, Square trained, 4 years' experience, excellent references, desires permanency. Hatfield, 25 Queen Street, Leigh, Lancs.

M.P.S., 27, requires Managership; provinces preferred; accommodation optional; 8 years' London and provincial experience; character bears strictest investigation. 330/5, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

M.P.S., 23, Square trained, desires position; excellent experience and references; London and provinces. "Chemist," 17 Westbury Avenue, Wembley.

M.P.S., F.S.M.C., desires position; experienced Refractionist; wide experience in all branches; highest references and recommendations; partnership entertained. 330/2, Office of this Paper.

M.P.S., 24, requires position as Manager or Assistant; trustworthy and reliable in every way; excellent references; pleasing personality; Manchester and London experience; present employer selling business. "Chemist," 23 Lynwood Road, Upper Tooting, S.W.17.

M.P.S., 22½, of good character and personality, desires position as Manager or Assistant; 6 years' experience in all departments; highest references. Mounsey, 7 Grove Street, Morecambe.

M.P.S., J.C.Q.O., requires responsible position; fully experienced, Counter, Optics, Window-dressing; highest references; Midlands preferred. 331/17, Office of this Paper.

PART time or Locum; qualified; disengaged; over 20 years' varied experience; competent; reliable. "Pharmacist," 18 Stanway Gardens, Edgware.

QUALIFIED lady, 25, desires position in London; good all-round experience, Dispensing, Counter, Window-dressing; used to taking charge; disengaged. 329/4, Office of this Paper.

QUALIFIED, 23, 4 years' experience, desires permanency; West of England preferred. Hicks, 41 Church Street, Highbridge, Somerset.

QUALIFIED lady, young, business-like and accurate worker, excellent references, wants employment in or near London. "M. P.," 10 Second Avenue, Acton, W.3.

QUALIFIED; middle-aged; experienced; quick, accurate Dispenser; Locum or permanent; full or part; disengaged. "T.," 27 Crouch Hill, N.4.

QUALIFIED, 25, desires permanency or part time; London area; Counter, Dispensing, Stock; highest references. Leigh, 31 Chichele Road, N.W.2.

QUALIFIED Assistant, age 22, seeks vacancy in good-class pharmacy, preferably Southern County; excellent references; height 5 ft. 9 in.; salary £3 15s. "I. W. G.," Sydney House, Waterlooville, Hants.

QUALIFIED lady, M.P.S., requires post; accustomed to brisk Counter trade and Dispensing; 13 years' London and provincial experience. O. M. Hollingworth, "Rockingham," Wath Wood Road, Wath-on-Dearne, Rotherham.

QUALIFIED; 40; experienced, town and country; last post 3 years; reasonable salary. Gibbs, "The Villa," Hanley Castle, Worcester.

RELIABLE lady Assistant Dispenser (Hall); good all-round experience; highest references; moderate salary; Brighton or near. 8 Prestonville Road, Brighton.

RELIABLE Managing Assistant (unqualified), engaged Piccadilly evenings, seeks day work; terms moderate; single days booked. Franklin, 67 Finborough Road, S.W.10.

SALESMAN; unqualified; 14 years' business training; full knowledge Window-dressing, Stock-keeping, Photographic; excellent references for selling ability; will accept post North London only; salary £4, with or without commission; now disengaged; prepared to invest if offer attractive. 328/19, Office of this Paper.

UNQUALIFIED; capable; 6 years' experience; disengaged shortly. James R. Holmes, 11 Church Street, Rushden, Northants.

Z.Z.—KEEN, clean, conscientious, qualified; 22; accurate Dispenser; all-round experience; abstainer; non-smoker; excellent references; free now; go anywhere. Webb, Hilltown, Dundee.

£2 5s.—Unqualified; referred Part I; 2½ years' London experience; good Counterman, accurate Dispenser; any locality. "C. M.," 135 Mount Pleasant, Redditch, Worcs.

£2 5s. WEEKLY.—Smart, capable Assistant seeks responsible position; Lancashire or the North preferred; 4½ years' good experience; experienced Dispenser; Part I; "Kodak" trained; young; tall; temporary or permanent; trial would convince. Hargreaves, 395 Blackburn Road, Oswaldtwistle, Lancs.

WHOLESALE.

ENERGETIC young man desires to represent good Drug and/or Sundries House; thorough knowledge of Retail trade; car. 332/90, Office of this Paper.

LONDON AND SOUTH.—Can handle sales, sales control, Proprietary, Toilet article, etc.; high-class (established) connection Stores, Multiples, Chemists, Hairdressers; excellent testimony; whole or part services.. "Enthusiastic," 330/22, Office of this Paper.

M.P.S., with good Retail experience and excellent references, desires position as Representative with Drug House of repute. 331/170, Office of this Paper.

M.P.S., 30, as Representative to first-class house where the upholding of the firm's prestige as well as Salesmanship would be appreciated; highest references. 330/17, Office of this Paper.

REPRESENTATIVE, experienced, connection Lancashire, Yorkshire, Cheshire, North and South Wales, open represent reputable house; owner-driver. 329/14, Office of this Paper.

VALUABLE Chemist's connection, London and South-Western Counties, offered to good house; speciality and general Salesmanship; 400 new accounts in twelve months; own car; salary and expenses basis. "Hardworker," P.C.B. 57/2, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

QUALIFIED Chemist, 28, desires post abroad as Representative; 4½ years' Retail experience with British company in Ceylon; disengaged. "Chemist," c/o Duffus, 16 Prospect Terrace, Aberdeen, Scotland.

QUALIFIED, 28, single, seeks post abroad; West African experience; linguist; good record. "Pharmacist," 217 Chichester Road, Copnor, Portsmouth.

FOR SALE.

(Articles to the value of £5-£50.)

NATIONAL Cash Register for Sale; suit any business; press down keys; shows number of customers served; paid out transactions, etc. Write to T. Rollins, 54 Bronson Road, Raynes Park, Surrey.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A BARGAIN LIST of Second-hand Showcases and Fittings. Mahogany Dispensing Screen with bent Sponge Case, £15; 6 ft. bent plate-glass Counter Case with display shelves, £3 10s.; many useful Showcases and Counters, all removed from jobs in progress. Write requirements or call PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. "Pharmacy Fitters for Over a Century."

A TTRACTIONAL BARGAINS in reconditioned Second-hand Chemist Fittings, various sizes and styles, sold singly or in sets. Visit our Showrooms or write your particulars. RUDDUCK & CO., 219/227 Old Street, London, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CLEAR OUT—your Old or Damaged Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line: I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

CHEMIST FITTINGS.—10 ft. Drug Fixture, 8 ft. high, 30 drawers, mahogany fronts, glass labels and knobs; 6 ft. Mahogany Wall Case, 8 ft. high; 8 ft. Glass-fronted Counter, Mahogany; 6 ft. Mahogany Dispensing Screen, 6 ft. high, with dispensing tablet above counter and nest of drawers at back with three bottle shelves; cheap to clear; also Salesmen and Counter Cases, etc. WILLIAM SALTER, 109 Buckingham Street, Birmingham.

COMPLETE Mahogany Fixtures by Maws for Sale; three years old; good as new; cost £360; accept £120; no offers. Details on request. 331/8, Office of this Paper.

FOR Sale, "Six Pot" Porcelain Ball Mill, also Hexagonal Wood Tumbling Barrel. Write 213/610, Office of this Paper.

FOR disposal, small Plastic Mixing Machine; size of container 9 x 9 x 11½ in. Write 213/614, Office of this Paper.

FOR Sale, 6 x 12 Triple Granite Roller Mill, also Galvanised Steel Tank with Ball Valve. 213/612, Office of this Paper.

FOR SALE.—2,000 x 1 to 6 gallon Bung Stone Jars after drugs and chemicals, 5d. per gallon; 2,000 x 24, 32, 48 oz. unused Stone Extract Jars, 3d., 4½d. and 6d. each respectively, f.o.r. GEO. H. WARD, 20 Redcross Street, Liverpool.

GARDNER Sifter and Mixer; excellent condition. Particulars on application to 213/611, Office of this Paper.

MAHOGANY FITTINGS.—12 ft. complete Drug Fitting, 9 ft. Wall Case, 10 ft. Wall Case, 10 ft. Serving Counter, glass case front; 6 ft. Mirror centre Dispensing Screen; 5 ft. all-glass Counter; all-glass Salesman, 5 ft. 10 in. high, 2 ft. x 23 in. 3 glass shelves; Wall Case, 7 ft. high, 4 ft. 6 in. wide, 12 in. deep, 4 wood shelves; two 4 ft. nest Counter Drawers. All bargains. Over 40 years' experience. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. Phone: Clerkenwell 5371.

NO. 00. Disintegrator by C. & N. May be viewed on application. Write 213/613, Office of this Paper.

PARSLEY SEED, 1931 crop, well-cleaned sowing seed in dry, sound condition. We offer so far as unsold 2 tons at 25s. per cwt. gross weight, bags included; delivered free. G. Bryce & Co., Seed Brokers, 12/14 Arthur Street, London, E.C.4.

WANTED, Starch Sifting and Tray Filling Machine. Lowest price and illustration to 213/615, Office of this Paper.

WANTED, Sifter and Mixer; must be in good condition; about 100-140 lbs. size. Write 213/616, Office of this Paper.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

FOR DISPOSAL.

(Articles up to the value of £5.)

FOR SALE.—Moulds, all in good condition; Suppository, 15 grains, 24's, 15s.; Suppository, 30 grains, Torpedo, 12's, 24's; Pessary, 60 grains, 12's, 18s.; Bougie, Cheyne's, 4 inch, 12's, 30s.; Cachet, ¾ in. diam., 12's, 3s. Wanted, Optical Trial Set. Particulars to Noble, Myrtle Grove, Newcastle-on-Tyne, 2.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

Trade follows the Ad.

The absolute necessity for increasing British trade — Home and Export — is daily being emphasised by statesmen, business men and bankers.

It is nowadays generally recognised that advertising in a reputable trade journal, with a genuine appeal to actual buyers like

THE CHEMIST & DRUGGIST

is the most EFFECTIVE and LEAST EXPENSIVE way of selling goods. In the case of THE CHEMIST AND DRUGGIST the appeal is universal. Besides having as regular subscribers all the worth-while firms—manufacturing, wholesale, export and retail—in the United Kingdom, the subscription list includes the names of thousands of responsible firms buying and selling drugs, chemicals, perfumery, druggists' sundries, and allied products in the following countries overseas:

BRITISH EMPIRE:

Australia, British Columbia, British Guiana, British West Indies, Burma, Canada, Ceylon, Cyprus, Fiji Islands, Gibraltar, Gold Coast, Hong Kong, India, Jamaica, Kenya Colony, Malay States, Malta, Newfoundland, New Zealand, Nigeria, North Borneo, Rhodesia, St. Helena, Sierra Leone, Trinidad, Uganda, Union of South Africa and Zanzibar.

EUROPEAN CONTINENT:

Austria, Belgium, Bulgaria, Czecho-Slovakia, Denmark, Estonia, Finland, France, Germany, Greece, Holland, Hungary, Italy, Latvia, Norway, Poland, Portugal, Roumania, Russia, Serbia, Sicily, Spain, Sweden, Switzerland, Turkey and Yugo-Slavia.

CENTRAL AMERICA and SOUTH AMERICA:

Argentina, Bolivia, Brazil, Chile, Costa Rica, Cuba, Guatemala, Panama, Peru and Salvador.

AFRICA:

Canary Islands, Congo (Belge), Egypt, Portuguese West Africa, South West Africa Protectorate, and Sudan.

NEAR EAST and FAR EAST:

Arabia, Asia Minor, China, Dutch East Indies, Japan, Manchuria, Mesopotamia, Palestine, Philippine Islands, Siam and Syria.

UNITED STATES OF AMERICA.

MEXICO.

Thus wherever the British Flag goes there also is THE CHEMIST & DRUGGIST, and the point to bear in mind is that it is sent regularly at the request of eager buyers of Drug-trade commodities who prepay 20/- to have it delivered to them weekly for twelve months. The firm with Drug-trade merchandise to dispose of, therefore, which is not advertising in THE CHEMIST & DRUGGIST is losing golden opportunities.

All particulars regarding available space, special positions, coloured insets, &c., from:

THE PUBLISHER

THE CHEMIST & DRUGGIST

28 ESSEX STREET, STRAND LONDON, W.C.2

40 County Buildings, Cannon Street,
MANCHESTER.

BRANCH OFFICES:

19 Waterloo Street,
GLASGOW.

54 Foster's Buildings, High Street,
SHEFFIELD.

And MELBOURNE and SYDNEY, AUSTRALIA.
AUCKLAND, NEW ZEALAND.